

Nov. 17, 1986

# Chemical Marketing Reporter

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CHEMICAL MARKETING	Nov. 14, 1986	152.10
REPORTER's market Index of chemicals and related materials	Oct. 31, 1986	152.13
(100=1974 average), based on	Oct. 17, 1986	151.25
97 key commercial chemicals,	Nov. 15, 1986	153.25
appears alongside with data for two weeks ago, last month and last year		

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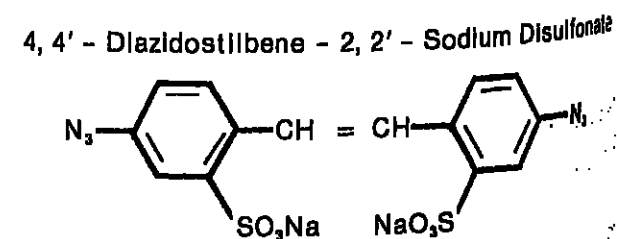
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PVC: Demand is surging and production  
hikes  
LINALOOL, LINALYL ACETATE

# Chemical Marketing Reporter

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NOVEMBER 17, 1986

Volume 13, No. 47

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## Air Emissions Policy Defined

Environmental Protection Agency completed a seven-year effort last week by issuing final guidelines on the use of emissions trading, or the "bubble," to meet pollution reduction requirements under the Clean Air Act.

The agency's policy, first proposed in 1979, continues to authorize use of environmentally-sound bubbles in all areas of the country and is expected to be widely used by states and industry to save pollution-control costs while insuring continued progress toward clean air.

The new guidelines represent a tough but fair policy, says Milton Russell, EPA's assistant administrator for policy, planning and evaluation. "The bubble offers needed flexibility, the ability to respond to changing circumstances and stronger incentives for

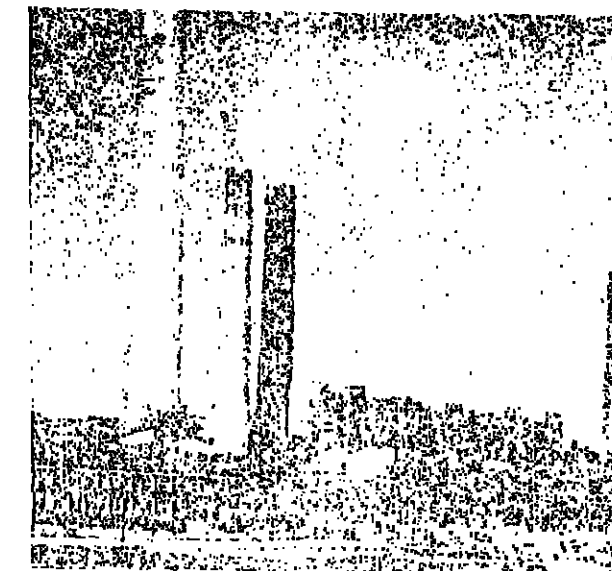
environmental progress."

He said bubbles can encourage innovative emissions control approaches, help reach small or dispersed sources that may be difficult to control directly and secure more reliable, less-polluting changes in industrial processes.

Mr. Russell said the revised emissions trading guidelines "confirm the principle that allowing states and regulated firms to secure equal or better emission reductions at less cost is an important way to help get

Continued on Page 14

AIR EMISSIONS: Target of new 'bubble' policy. The 'bubble' allows managers of existing plants to treat stacks and vents as if they were enclosed in a giant bubble. Initial reaction from Capitol Hill and environmentalists was mostly negative last week.



## Carbide Appears Confident About Blocking Injunction

Union Carbide Corporation last week dismissed the possibility that the district court in Bhopal, India, would permanently bar the company from pursuing its recapitalization and asset divestment program.

On Monday (November 17), the court issued a temporary injunction blocking such activities, pending a hearing on the Indian government's request for a permanent injunction. The hearing is scheduled for Wednesday (November 26).

"We believe the judge will lift his order when he has had a chance to consider the recapitalization program and planned divestitures, which will significantly strengthen UCC's financial position," Carbide said in a statement last week.

A Carbide spokesman in Danbury, Conn., declined to say what the company would do if the court ruled against it. "That's too unlikely a scenario to comment on," he said.

Recapitalization program involves the purchase by Carbide of \$2.5 billion in debt securities as part of its successful counter to Bhopal Corporation's tender offer for the company.

An American lawyer representing the Indian government said the company was planning to use the proceeds of the tender offer to pay the victims of the Bhopal gas leak two years ago.

The government's bid to block Carbide's recapitalization and divestment programs is viewed as an attempt by Indian officials to pressure the company into increasing its previously-rejected out-of-court settlement

offer of \$350 million.

Carbide last week complained that the government is trying to prevent the company from defending itself against liability for the Bhopal disaster. "To attempt to require UCC now, as the price of defending itself, to be subject to an injunction that prevents it from improving profits, cash flow and net worth, makes a mockery of the due process of law," the company stated.

In a response to the government's suit, and in an accompanying counterclaim filed in Bhopal court last week, Carbide sought to place liability for the accident on the central government and the State of Madhya Pradesh.

Among other things, Carbide argued that the government forced Carbide to manufacture methyl isocyanate at the Bhopal pesticide plant, was aware of the dangers inherent in MIC production, and restricted the parent company's collaboration with its Indian subsidiary in setting up and operating the plant. The company also argued that the state legalized dwellings near the plant, knowing the dangers posed by the plant.

Carbide also cited a design transfer agreement between the parent company and its Indian subsidiary for the production of MIC-based pesticides which relieves the parent company of any liability for damages, injuries or deaths arising from the subsidiary's use of the designs. The agreement was approved by the central government.

Carbide also disclosed evidence last week pointing to the deliberate introduction of water into MIC storage tank 610, causing the deadly gas leak.

## President Signs Drug Law, But With 'Mixed Feelings'

Setting aside "mixed feelings," President Reagan has signed into law a measure allowing exports to foreign countries of drugs not yet approved for use in the U.S. provided they are legal in the other countries.

The new law allows US pharmaceutical companies to begin production of the drugs in a foreign country for sale overseas while waiting for the Food & Drug Administration to approve them for the American market.

Without the legislation, US firms would be forced to set up facilities in foreign countries to produce the drugs for any market. The bill also allows the export of certain tropical diseases treatments not yet approved in the U.S.

Gerald Mosshoff, president of Pharmaceutical Manufacturers' Association, said the export legislation "greatly strengthens the ability of the US pharmaceutical industry to compete in international markets... The legislation will create jobs in the US, stimulate capital investment here and spur ex-

ports." He also said the new law comes as the industry "embarks on an exciting era of new product development, and will help the US maintain its position as the world's leading

innovator and producer of pharmaceutical and biotechnology products."

Richard D. Godown, president of the Industrial Biotechnology Association, said the measure will "ensure America's competitive edge in biotechnology... while preserving the integrity of the administration's non-protectionist policies."

He said the legislation is particularly vital for the many small and mid-sized biotech companies that lack the economic resources to set up shop overseas.

"These companies have been forced to await FDA approval while foreign competitors established market dominance or licensed the technology pioneered by US firms," Mr. Godown noted.

President Reagan signed the bill November 14 saying: "On the one hand, I warmly endorse provisions of this legislation permitting the export of unapproved drugs and biologicals under certain conditions and repealing the Federal health planning authorities."

"On the other hand, I have serious reservations about the portion of the bill that would establish a Federal vaccine injury compensation program."

That portion known as the no-fault provi-

Continued on Page 20

## Chemical Marketing Reporter

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NOVEMBER 24, 1986

## DuPont Chief Says Plants Too Costly

Capital spending projects in the US chemical industry "cost too much and they take too long," according to the top executive of E.I. du Pont de Nemours & Co., who puts capital spending first on his list of challenges the industry will have to deal with successfully if it is to remain competitive worldwide.

Richard E. Heckert, Du Pont chairman and chief executive officer, told members of the Chemical Manufacturers Association, meeting in Chicago last week for the group's thirty-sixth annual chemical industry conference, that the high cost of R&D facilities, product development facilities and commercial plants have a major impact on the industry's competitive position.

"Time and again, I ask myself, why does it take us three years to build a plant to manufacture a product that we've been making for twenty years?" he says.

The Du Pont chairman maintains improvements could be implemented today in the industry's project and construction process that have the potential to reduce the cost of new facilities by 15 to 20 percent.

"A 20 percent reduction can have a real impact," he says. "If instead of making a \$100 million capital investment over three years, you can build the same facility for \$80 million in two years, you can increase the internal rate of return of a typical project in our industry a full 5 percent."

Regarding the high construction costs, Mr. Heckert feels the chemical industry is not entirely blameless. He says the current engineering and construction industry in the US is dominated by practices "nurtured during the post-World War II era by corporate managements more interested in adding capacity than controlling costs."

Rapidly growing markets permitted producers to pass those costs through to consumers and the industry allowed and sometimes even forced high-cost practices to become standard by giving in to "unrealistic demands" of union labor rather than accept delays due to strikes, Mr. Heckert says.

But the industry had to pay for these policies when the inflationary spiral of the 1970's hit at the same time that foreign competitors entered the picture with products that met or exceeded those of US producers in terms of

cost and quality. "Yet we continue to sap our competitive strength with high project and construction costs," he says.

However, there may be a blueprint for turning the situation around. Mr. Heckert says the Business Roundtable's construction industry cost effectiveness project offers remedial actions that could vastly improve engineering, procurement and field construction processes.

Although the AFL-CIO building trades have not accepted the plan, engineers and construction contractors have, and with the emergence of open shop construction, free market forces are expected to bring labor costs back into line. "As you well know, this is happening," Mr. Heckert told the CMA members.

At the same time, he acknowledges that the one group standing to gain the most from the change — owners and managers — have so far responded with only token actions. The Du Pont executive says owners will have to "push for performance in this area," adding that "the bottom line on capital spending is that we'd better get serious about it or it will ultimately do us in."

He cites customer orientation, cost reduction and quality as key areas.

Continued on Page 21



Richard E. Heckert



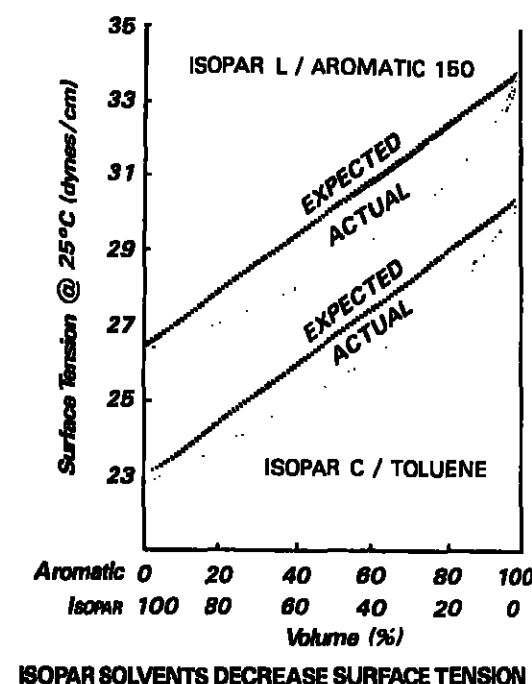




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Gary D. Corson, who has been named director of chemical purchases at Eastman Chemical Products, Inc.

## Superfund Unit Is Established By the Senate

Sen. Frank Lautenberg (D-N.J.) has been appointed chairman of a new watchdog subcommittee to assure compliance with superfund and other Federal environmental laws.

The subcommittee, one of five on the Senate Environment and Public Works Committee, will also have legislative jurisdiction over superfund. Therefore, all legislation affecting superfund must pass through the new panel.

The Superfund and Environmental Oversight Subcommittee, set up at Sen. Lautenberg's request, was created primarily to assure that the new superfund law is fully complied with.

"We've recently written some tough laws," says the Senator. "Now we need oversight to assure compliance with the new laws and the ones already on the books. That is why I pushed for the creation of this new subcommittee."

The watchdog panel will have oversight responsibility over all issues under the Environment and Public Works Committee, including landfill regulation under the Resource Conservation and Recovery Act, the Safe Drinking Water Act, Clean Water and Air acts, and ocean incineration.

## Toxic Chemicals Get New Limits From US Agency

Environmental Protection Agency has issued final regulations establishing a threshold quantity for 402 chemicals found on the agency's list of extremely hazardous chemicals.

The rulemaking action was required within 90 days of enactment of the new superfund legislation, signed into law by President Reagan October 17.

EPA says any facility where an extremely hazardous substance is found in excess of the threshold planning quantity is required to notify its state and local community emergency preparedness officials by May 17, 1987.

In addition, the rule also codifies the reportable quantity levels and notification requirements for facilities with extremely hazardous substances present.

The regulations continue the process, initiated last November in EPA's chemical emergency preparedness program interim guidance, to foster preparedness against chemical accidents at the local level.

## Pesticide Registration Could Cost \$163,100 Under Proposed Fee

Environmental Protection Agency is proposing to charge pesticide manufacturers fees of up to \$163,100 for the registration of their products—a plan strongly opposed by the chemical industry.

The agency says the fees would cover some of the costs now incurred by EPA in reviewing and registering pesticides. The recovered fees, expected to approach \$18 million annually, would be deposited in the general treasury.

Currently, fees for establishing tolerances or permissible pesticide residue levels are the only Federal costs paid by companies that register or license pesticides. These tolerance fees recover \$1 million to \$2 million per year, according to EPA.

Scott Ferguson, vice-president and general counsel of the National Agricultural Chemicals Association, says the industry will challenge the registration fees because it believes EPA lacks the authority to impose them.

EPA says it is proposing the fees under the Independent Offices Appropriation Act, which authorizes agencies to establish user fees.

"We have considerable reservations that EPA has authority under that law or any

other Federal law to impose these kinds of fees," says Mr. Ferguson.

As part of a compromise legislative agreement with environmentalists on amendments to the Federal Insecticide, Fungicide and Rodenticide Act, NACA supported a one-time fee of \$150,000 for the re-registration of older pesticides that are already on the market but have never been adequately tested for safety.

The FIFRA bill died in the final hours of the legislative session due to disagreements over other issues.

"I think the House and the Senate will have some interest in what EPA is proposing now," says Mr. Ferguson.

The proposed fee system is based on the average EPA costs of processing and reviewing certain registration applications: new pesticides, new registration of previously registered chemicals, new biochemical or microbial pesticides, experimental use permit to field test a pesticide chemical, and food additive tolerance permits.

Before a pesticide can be distributed for sale in the US, it must be registered with EPA under FIFRA. In order to do so, manufacturers are required to provide the agency with health and ecological data.

On the basis of a scientific review of the Continued on Page 17

## Jordan Phosphate Backing?

The US Export-Import Bank is considering \$20 million in credit support for the Jordanian phosphate industry, a move which critics say would be a direct violation of a new congressional mandate.

Gary D. Myers, president of Fertilizer Institute, describes the timing of the loan's consideration as "more than pure coincidence," noting that Congress is not in session.

Approval of the \$20 million loan to the Jordan Phosphate Mining Company would contradict the Eximbank reauthorization bill passed by Congress last month, Mr. Myers says.

The measure bars the use of Eximbank funds to establish or expand production of another nation's export commodities if such products are in world surplus, if they compete directly with similar US products, or if such assistance would cause

substantial injury to US producers.

"Last month, Congress pointed to past Eximbank phosphate loans as particularly injurious to US producers, yet Ex-Im seems determined to challenge the Congress by considering this latest Jordanian request," says Mr. Myers.

Jordan is seeking the loan in order to purchase phosphate mining equipment. The request comes at a time of massive worldwide phosphate oversupply and a severely curtailed US phosphate industry. A United Nations/World Bank working group estimates current phosphate oversupply at 4 million tons.

Jordan annually mines approximately 6.3 million tons of phosphate rock, but consumes only 20,000 tons domestically. The remaining tonnage competes directly with US phosphate rock exports.

## Surplus Could Be Detrimental Official Tells Manufacturers

A top Reagan Administration trade official says it may not be desirable—or possible—for the US to run a trade surplus. "It's clear you can't continue to run a \$170 billion trade deficit," Deputy US Trade Representative Michael Smith told the National Association of Manufacturers Thursday.

"But I'm not sure that it's right to say the US must have a trade surplus, aside from whether it is obtainable in today's world," he added.

Mr. Smith suggested that a large US trade surplus "would be just as much trouble" for the world economy as its huge deficit is today and he questioned whether the world could absorb so many American exports.

He said the administration's plans for trade legislation next year "have not been fully developed but are under discussion."

Mr. Smith stressed that while the administration would like renewed authority to negotiate a new international trade agreement as part of a trade bill, it will not accept legislation if "it becomes a Christmas tree."

US Trade Representative Clayton Yeutter welcomes the authority to negotiate a new world trade agreement but we're not going to sell our soul," Mr. Smith remarked.

"We don't want it with all sorts of conditions that would be counterproductive to the goals" of liberalizing world trade.

US negotiating authority expires at the end of 1987 and most trade experts agree it would help the US's bargaining power if it had new long-term authority going into the talks, which are expected to last at least four years.

The purpose of the talks are to update and revise world trading rules set out in the General Agreement on Tariffs and Trade (GATT), to reduce protectionism, and to expand world markets.

Although the chemical industry is one of the few US businesses still providing a surplus to the nation's overall trade deficit, the surplus has been declining annually.

The chemical trade balance has dropped 37 percent since 1980, when the US exported \$12.2 billion more in chemical products than it imported. The Commerce Department estimates the chemical trade surplus will diminish again this year.

Ron Lang, president of the Synthetic Organic Chemical Manufacturers Association, recently said he believes the upcoming round of talks, expected to begin in Geneva, Switzerland in January, will be the most important ever for the chemical industry, possibly affecting its profitability and growth.

## FDA Man Decries Fear Of Chemicals

US consumers worry too much about the chemicals used in their food and should instead be more concerned about the growing problem of disease-causing microbes in the food supply, says the government's top food safety official.

"There is in this country something that can only be called 'chemophobia,'" says Sanford A. Miller, director of Food & Drug Administration's Center for Food Safety and Applied Nutrition. "People are simply afraid of anything with the title chemical bestowed on it," he says.

Mr. Sanford says a recent FDA study of the most widely-used and best-tested food additives showed that the allowed levels for most of them had safety margins far in excess of the minimum necessary to protect the public. Yet, he adds, convincing the public of that is extremely difficult.

While the agency has poured a great deal of its resources over the last 30 years into evaluating the safety of chemicals and in determining exposure levels of chemical contaminants in foods, it has not paid adequate attention to monitoring microbiological hazards, says Mr. Sanford.

"What has become apparent is that the hazards associated with chemicals in foods are very low—in large measure because of the actions we've taken. What we're now observing is an increasing number of illnesses associated with food-borne disease, some of which are associated with an increasing laxity in sanitation," Mr. Sanford notes.

"The conclusion we came to," he says, "is that we have to pay a great deal more attention to microbiological hazards."

Mr. Sanford says FDA recently reviewed the safety data on 160 of the most heavily-used and best-tested food chemicals and found that the safety margin for more than 90 percent of the compounds was a thousand-fold or more and, on the average, was ten thousandfold.

"This is a tremendous margin of safety, particularly when you consider that current exposure for humans is very low and the toxicity of these things is not very high," he says.

Public concern about food additives, preservatives and pesticides is largely misplaced, according to the FDA official. "Most people don't realize how safe the food supply is from a chemical point of view," says Mr. Sanford.

## Drexel Financing Is Big Question In Revlon Bid

Drexel Burnham Lambert Inc. has consistently demonstrated its ability to raise high-cost financing for mergers, but because of the storm raging around the Ivan Boesky insider trading case, the stock market last week registered a little bit of doubt about Drexel's ability to finance Revlon Inc.'s attempted takeover of Gillette Company.

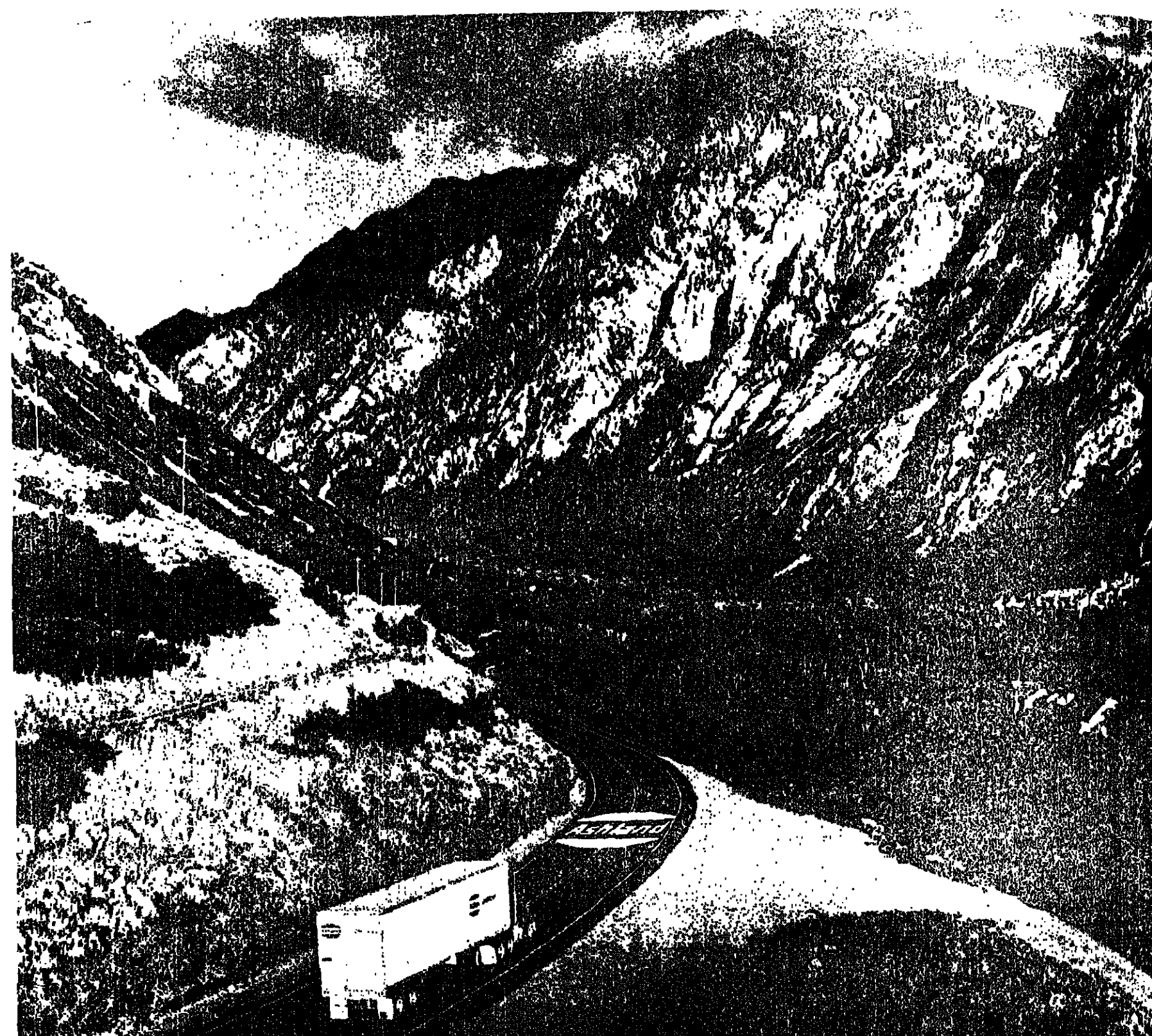
Late last week Revlon said that Drexel Burnham had reaffirmed its commitment and ability to finance the \$4.12 billion attempted takeover of the Boston, Mass.-based manufacturer of razor blades, toiletries and other consumer products.

A day earlier, when it was disclosed that Drexel is the subject of investigations by Securities & Exchange Commission relative to the Boesky and similar dealings, the price of Gillette's stock fell more than \$7 per share, evidencing doubt that the merger would be consummated.

In litigation filed early in the week, Gillette charged that Ronald O. Perelman, Revlon's chairman, illegally informed insiders in the market of his plans to attempt an acquisition of Gillette.

Mr. Perelman replied that the charges are "a desperate and untruthful attempt to taint this offer in the light of totally unrelated events of the past week."





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## News Capsule

### Immunex Pilot Plant

Immunex Corporation plans to build a \$4 million pilot plant to produce pharmaceuticals for use in FDA clinical trials and expanded research. The development facility will be funded and owned by Immunex Ventures, a joint venture of Immunex and Eastman Kodak Company formed this year to develop products based on human immune system modulators for possible application in treatment of cancer, arthritis and immune system disorders.

### EPA States Reviews

Environmental Protection Agency's interagency testing committee has named 10 chemicals for priority review within the next year. They are: C.I. Disperse Blue 78, isopropanol, methyl ethyl ketoxime, and methyl tert-butyl ether. Triethyl phosphate was also designated for review within 12 months. It was cited for review last year, but not within the one-year time limit.

### Biossay Ends Talks

Biossay Systems Corporation has terminated negotiations to sell its toxicology facility in Decatur, Ill. The company previously announced that it expected to enter into a definitive agreement to sell the facility by mid-December. Biossay says it is not presently negotiating with any parties for the sale of the facility.

### Degussa Opens Center

Degussa Corporation has officially opened its new applied research and technical service facility in Allendale, N.J. Degussa actually started operations there a year ago, and had been completing construction modifications and equipment installation since then. Functions performed at the facility include customer formulations and product testing, quality control and technical support and safety advice for products made by the company's chemicals and pigments divisions.

### Carbide Unit Moves

Union Carbide Services Inc., a subsidiary of Union Carbide Corporation, has moved its corporate headquarters from Dublin, Ohio, to Charlotte, N.C. The company uses proprietary technology to recycle PCB-containing transformers to non-PCB status.

### CPC Plans Sale

CPC International Inc. is offering its European corn wet milling business for sale. The business currently accounts for about \$1 billion in net sales. Sale of the unit is part of the company's restructuring strategy to seek future growth mainly from its US and worldwide grocery products businesses.

### Sun, Dainippon Agree

Sun Chemical Corporation and Dainippon Ink & Chemicals, Inc. have signed a definitive agreement for the sale of Sun's graphic arts materials group to Dainippon for approximately \$550 million in cash. Execution of the agreement with Dainippon has been a pre-condition to Sun's proposed merger with Chromalloy American Corporation. The merger is subject to a definitive merger agreement and approval of shareholders.

### Ciba-Geigy Spill

A Ciba-Geigy plant in Switzerland reportedly emitted a phenol-laden cloud into the atmosphere last week, heightening public concern about the chemical industry. The Ciba-Geigy plant is near the Bockel warehouse in Schweizerhalle, which was responsible for the release of toxic chemicals into the Rhine River two weeks ago.

### UOP Licenses MTBE Unit

UOP Inc., a unit of Allied-Signal Inc., has granted a license to Compania Especifica de Petroleos de Spain for the construction of a unit to produce 45,000 metric tons a year of MTBE at CEPESA's refinery near Algeciras. The MTBE technology was developed by Huls AG of West Germany.



Mario Concha, who has been named vice-president, international, for Occidental Chemical Corporation's overseas operations. The appointment follows OxyChem's recent acquisition of Diamond Shamrock Chemicals Company.

## Yves St. Laurent, Of France, Buys Charles of The Ritz

Squibb Corporation, the Princeton, N.J.-based maker of pharmaceuticals and consumer products, which last Summer put its Charles of The Ritz fragrance facility up for sale, settled on a buyer last week—Yves St. Laurent, the Paris clothing design firm.

St. Laurent, with the help of an Italian investor, Carlo De Benedetti, was able to outbid Avon Products Corporation and several others.

Preparation for the St. Laurent bid was made last month when Cerus SA, an investment firm in France, acquired a 25 percent stake in Saint Laurent, a move that provided St. Laurent with the financial muscle needed to compete against the world's largest cosmetic company.

Cerus is controlled by Mr. DeBenedetti, the chairman of Ing C. Olivetti & Co.

The acquisition of Charles of the Ritz will be made by a new company to be established by Cerus and St. Laurent, which will be capitalized at \$175 million, with \$25 million provided by Mr. DeBenedetti.

## Alcoa to Acquire Aerospace Firm In Los Angeles

Aluminum Company of America, Pittsburgh, Pa., has agreed to acquire TRE Corporation, Los Angeles, a producer of light-weight metallic and non-metallic structures for aerospace and defense applications and of home building products.

Alcoa will make a cash tender offer for all common shares of TRE for an aggregate of \$46.86 for each common share and related TRE obligations. Dealer/manager for the offer, which has been approved by TRE's directors, will be First Boston Corporation.

The acquisition would give Alcoa, one of the country's three largest producers of aluminum, additional support for its strategy to become a worldwide supplier of engineered materials and systems.

TRE's strengths are said to be in technology for manufacturing advanced aerospace, marine and defense structures. These have been consistently identified as priority areas for Alcoa's growth strategy, stated Charles W. Parry, Alcoa's chairman and chief executive officer.

## Goodyear Buys Out Its Hostile Pursuer

Goodyear Tire & Rubber Company, Cleveland, Ohio, has bought out its hostile pursuer, the international financier Sir James Goldsmith, at a handsome profit for Sir James, and has also scheduled a massive buyback of its shares that will give its own stockholders a chance to benefit also.

Together, the two stock purchases will total nearly 50 percent of the company's outstanding shares, but the maneuvers, as they have for other companies, should get Goodyear home free.

The big buyback from the public is similar to merger defenses successfully employed by Union Carbide Corporation, Phillips Petroleum Company and Unocal Corporation, while the buyback from Sir James is the "greenmail" route taken several years ago by Ferro Corporation and Pennwalt Corporation against hostile pursuers.

Goodyear agreed to pay Sir James \$49.50 per share for his 11.5 percent stake in the company. This total of \$618.8 million will give Sir James a tidy profit in the \$95 million range.

On the public side, Goodyear will make a tender offer for 40 million shares at \$50 a share, or a total of \$2 billion.

The settlement with Sir James ends a

merger contest that was rapidly expanding into a social and political issue, as did the acquisition of Marathon Oil by United States Steel Corporation (now USX), about three years ago. In this case, the resentment was aggravated by the fact that Sir James is a European.

In Congress, several lawmakers criticized the Reagan Administration for its hands-off policy and said Congress must take away some of the weapons corporate raiders use when firms like Goodyear face a hostile takeover bid.

At a House Judiciary subcommittee hearing last week on hostile takeovers and their impact on competitiveness, Goodyear chairman Robert Mercer endorsed Federal laws to clamp down on hostile takeovers.

"The laws have to be changed to eliminate this approach to American industry," he said.

"The administration's 'hands-off' approach doesn't make any sense," said Sen. Howard M. Metzenbaum (D-Ohio). "There are specific steps Congress can take early next year."

"This committee hearing is the first step in asking you for protection from the free capital market," Mr. Goldsmith told the panel. "The appropriate response to competition is

Continued on Page 24

## Dioxin Threat Overstated?

American and Italian researchers say they have found that dioxin caused no apparent serious harm to children exposed to the toxic chemical by an industrial accident.

The scientists report that among 1,500 youngsters examined, those exposed to the highest concentrations of the dioxin compound TCDD had slight abnormalities in liver function and fat metabolism, but these disappeared over time.

The children were between the ages of six to ten when several hundred grams of dioxin were released into the air from a plant near Seveso, Italy, in July 1976. Some suffered chloracne, a skin rash, at the time.

"While we can say that in children of Seveso the acute phase of intoxication by TCDD passed with no appreciable consequences, it remains to be established over a longer period of time whether there will

be a higher incidence of tumors," the scientists wrote in the *Journal of the American Medical Association*.

Since the accident, 30,000 people living downwind of the plant have been given regular medical examinations. A cancer registry has been set up to monitor tumor development.

Dioxin is a byproduct of manufacturing processes that create herbicides, pesticides and other chemicals. On the basis of animal studies, scientists have concluded the substance can cause cancer in humans, particularly a form that attacks muscle, fat, nerves or connective tissue. Most other dioxin studies have concentrated on adults.

The study was conducted by Dr. Paolo Mocarelli and colleagues at the University of Milan in Italy, and others at the University of Pennsylvania and American University in the US.

## Greenwell Montagu Boosts Rating on Montedison Stock

Greenwell Montagu Securities, of London and New York, has boosted its rating on the stock of Montedison SpA, of Italy, from hold to either buy or hold, and has lowered its investment opinion on BOC Group (formerly British Oxygen Company) Hoechst AG, Laporte Industries Ltd., Rhone Poulenc SA and Yorkshire Chemicals PLC.

Improved fundamentals of Montedison's shares, relating to the company's strong market positions in its broad line of chemicals, consumer products and consumer services, will now be given greater recognition by the market, stated Start Wamsley, David Ingles and Judy Shaw.

This recognition has been delayed recently by the sale of shares to take profit on a rights issue and market speculation about Montedison's now successful campaign to acquire Fondiaria against the opposition of much of Italy's financial establishment, the analysts noted.

BOC's shares have been marked down from hold or buy to simply hold because the shares have run up to a price level that will not be easily improved upon. Hoechst's mar-

ket outlook actually has improved with plans for the Celanese merger, but the possibility of another rights issue could restrain the share price for a while, the analysts said.

Laporte, previously rated hold, has been marked down to hold or sell because the price has risen significantly in response to the purchase by Solvay of an interest in the company, and it is now likely that profit taking will set in, the Greenwell Montagu analysts comment.

Rhone Poulenc and Yorkshire both have been lowered from hold to hold or sell. On the French company, the analysts are skeptical about the planned acquisition of Union Carbide Corporation's agricultural chemical operations, and they also want to see how well the new management works out before making a commitment. Yorkshire is rated satisfactory on fundamentals, but the shares have had a strong run-up and the next move is likely to be profit taking, it is commented.

The Greenwell Montagu analysts have reaffirmed previous buy recommendations on BASF AG, Bayer AG, Cookson Company and Imperial Industries, Ltd. Rated sell are Fosco Minsep and L'Air Liquide SA.

John C. [illegible]



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## OILS, FATS & WAXES

### Cottonseed Oil Expected To Tighten This Crop Year

Production of cottonseed oil in the US is expected to be off by 25 percent this year, according to Department of Agriculture figures. USDA attributes this low forecast to a 1986 government program to reduce cotton acreage in the US. People in the industry, meanwhile, feel that the cotton oil market will be additionally tightened by competition for cottonseed from the dairy feed industry.

The Foreign Agricultural Service (FAS) forecast for US cotton oil production stands at 383,000 metric tons (MT) for this year, down 25 percent from the preliminary estimate for last year's crop of 484,000 MT.

The basis for the figures is the success of the 1986 Upland Cotton Acreage Reduction Program, according to FAS. The program called upon cotton farmers to cut their planted acreage by 25 percent, in an effort to avoid repeating the previous year's surplus of lint cotton, used in textile applications, according to USDA sources. Sources note that the program met with nearly 100 percent participation by the nation's cotton farmers.

The resultant reduction in cottonseed is expected to be aggravated by competition from dairy farmers using seed for feed. This has been a growing problem for cotton oil producers, who are finding it increasingly difficult to the cattle industry, sources say.

FAS is calling for a reduction in the seed tonnage going to cattle feed this year, from last year's estimate of 1.7 million tons to the current forecast of 1.5 million tons. Despite this reduction, the percentage of seed used for feed is expected to climb from last year's already higher-than-usual 35 percent. "My guess is it will be closer to 45 percent," says an industry source.

#### LESS OIL AVAILABLE

Consequently, the amount of oil available this year is expected by some to be lower than the crop reduction would indicate. "The oil reduction will be more like 35 to 40 percent," says a producer, who goes on to say that "the government figures don't take into account that the seed yield is down."

The tight availability of oil will not be in conflict with volume of demand, which is currently quite low, sources say. Buying had been strong a few weeks ago, but it eased off when the price of competing oils came down.

"The market is very, very quiet," says a source, who says that buyers and sellers are currently about 1 cent apart. Another source predicts that the cotton oil price will come up some more in the near future. "Cotton oil will

become a product like peanut oil," he says, indicating that it will become a relatively high-priced specialty oil. The current pricing and the tight supply situation make it unlikely that the competitive position of cottonseed oil will improve very much this year.

#### FISH OILS

MENHADEN OIL — The price of crude menhaden oil is quoted at 12c. per pound on the Atlantic Coast, works, and at the Gulf it is quoted at 13c. per pound, same basis. Sup-

#### PRICES TRENDLINES

WEEK ENDING NOV. 21, 1986

##### CHANGES/UP

Cottonseed oil, NY, 1/2c. per lb.  
Lard, loose, bulk tanks, Chicago divd., 1/2c. per lb.  
Peanut, 50% bulk, SE, \$5 per ton

##### CHANGES/DOWN

Corn oil, Midwest, 1/2c. per lb.  
Lard, extracted, 34% bulk, Minn., \$5 per ton  
Palm oil, NY, 1/2c. per lb.  
Peanut oil, Southeast (restricted), 1c. per lb.  
Soybean, 44% bulk, Decatur, \$3.50 per ton  
Soybean oil, Decatur, 1/2c. per lb.

#### OILS, FATS INDEX

The Oils, Fats & Waxes Index reflects the prices of 11 representative materials in this sector and the quantity of each produced in 1985.

Nov. 21, 1986 ..... 80.47  
Nov. 14, 1986 ..... 81.81  
Oct. 22, 1986 ..... 80.49  
Nov. 22, 1985 ..... 84.96

Chemical Prices Start on Page 28

plies are said to be limited at the moment, with US fisheries out of production season.

The domestic market is relatively strong, says an industry source, who cites growing interest in the health benefits of fish oil as a primary reason. Export business is said to be slow, as shipping has just been completed on previous orders to Europe.

#### VEGETABLE OILS

SAFFLOWERSEED OIL — The extent of the damage to the safflowerseed crop has become clearer, says a source, who estimates that more than 70 percent of the crop in the Montana area has sprouted. This premature sprouting was due to heavy rains earlier in the season, and has resulted in suppliers being reluctant to put their material on the market, in order to protect their low supplies.

While sprouting does not necessarily render the seed unusable, it does require that the seed be processed to a greater degree, say an industry source. Some buyers have complained of darker oil, a typical result of the kind of damage experienced by this crop. Paint and varnish producers need the oil to be light in color so as not to conflict with the pigments in their formulations.

At this point, the majority of the crop oil has been committed, a source says, with most of the free oil now being produced by damaged seed. "Most of this oil (from sprouted seed) will have to be mixed with good oil," the source says. Since most buyers' near term needs have been met, they are said to be staying away from the market at present. The price for non-break oil in tanks in N.Y. is currently quoted at 50c. per pound, and edible oil in drums is priced between 78c. and 80c. per pound, delivered in N.Y.

SOYBEAN OIL — Soy oil pricing has been level, as demand is beginning to slack off. Wholeshipments of oil are said to be steady at the moment, as past sales are filled, new orders are hard to come by, according to an industry source. "Without new orders to stimulate the market, things are very slow," says a source.

#### FRIDAY SPOT PRICES

MARKET CLOSE NOV. 21, 1986

##### CRUDE VEGETABLE OILS

Cocunut oil, NY ..... lb. .2134  
Cocunut oil, Pacific ..... lb. NA  
Corn oil, Midwest ..... lb. .20  
Cottonseed oil, Valley ..... lb. .17 1/2  
Lard, extracted, 34% bulk, Minn. .... lb. .25  
Palm oil, NY ..... lb. .16  
Peanut oil, Southeast (restricted) ..... lb. .29  
Soybean oil, Decatur ..... lb. .1416

##### REFD. VEGETABLE OILS

Cocunut oil, NY ..... lb. .26  
Corn, jumbo tanks ..... lb. .2816  
Cottonseed oil, jumbo tanks, NY ..... lb. .27 1/4  
Peanut oil, jumbo tanks, NY ..... lb. .37 1/4  
Soybean oil, NY ..... lb. .1990

##### OILMEALS

Cottonseed, 14% bulk, Memphis ..... ton \$150  
Lard, extracted, 34% bulk, Fargo ..... ton \$105  
Peanut, 50% bulk, SE, Alabama ..... ton \$179  
Soybean, unref., 44% bulk, Decatur ..... ton \$151.50

##### FATS & GREASES

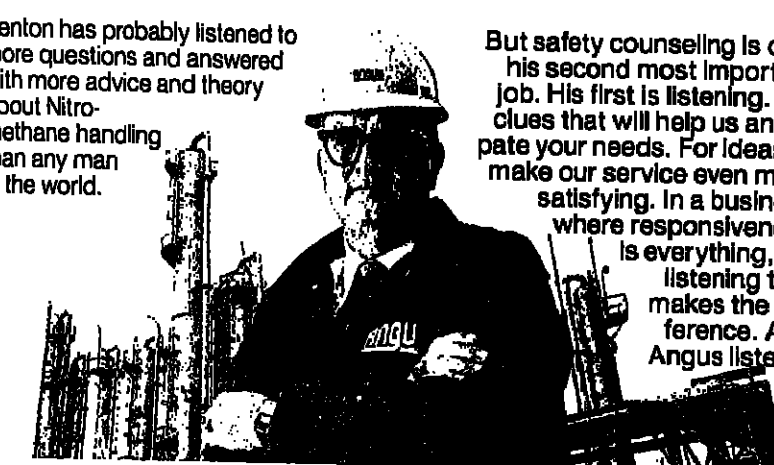
Grease, white, chokes, tanks, divd., NY ..... lb. .1094  
Grease, yellow maximum 10%, 1/2 tanks ..... lb. .5 1/2  
Lard, loose, bulk tanks, divd., Chicago ..... lb. .1314  
Tallow, inedible, fancy, tanks, divd., NY ..... lb. .124  
Tallow, inedible, 1/2c., tanks, divd., NY ..... lb. .12

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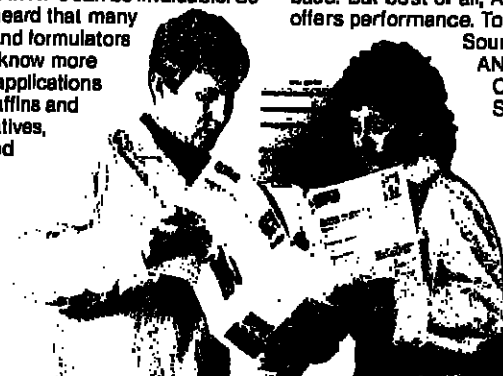
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## PET Market Seen Rising To \$2.2 Billion

With a 5 to 6 percent annual growth rate, the polyethylene terephthalate film market, now estimated at \$1.8 billion, will increase to \$2.2 billion by 1990, according to Andrew Eldib, president of Eldib Engineering & Research, Inc., Berkeley Heights, N.J.

Imports make up an estimated 10 to 15 percent of US PET film consumption. Since 1984 Japanese and Korean PET film makers have increased their market shares, while French and English exporters have lost ground, according to a study on the US PET film business by Eldib.

Switzerland is the only European competitor to increase its share of the US PET film market. In many cases consumers reported that they could get imported film cheaper and better in quality than domestic film, Dr. Eldib says.

Dr. Eldib believes that Korean PET film makers will claim a larger and larger part of the pie as their production capacity grows. In spite of recent currency adjustments, producers from Japan will keep their prices competitive in order not to lose market shares. He expects PET film imports to increase with Japanese producers in the forefront of the market.

To counter the effects of the strong yen, Japanese PET film makers are scrambling to team up with US end-users in joint ventures to convert PET film into electronic products, Eldib notes.

Several Japanese makers have formed technology agreements with California-based companies to mutual gain. The US companies benefit from the momentum of Japanese global economic expansion, and Japanese companies stem the effects of trade imbalances and the devaluation of the

dollar, Eldib points out.

While the packaging market is not as hot as PET film, magnetic recording market has tremendous growth potential because of the widespread consumer use of cassette tapes. Companies that make PET film for flexible packaging are moving into more advanced applications, and flexible printed circuits.

The growth of PET film's many end uses ensures the steady growth of the film demand. The 7 major end-use markets covered in the Eldib study have good growth potential and can make use of the strength, durability, dimensional stability, chemical inertness, and clarity that PET film offers.

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## AROMATIC ORGANICS

### Benzene Firms on Spot Market; Contracts Are Poised to Follow

The spot benzene market firmed up substantially last week, prompting two producers to raise contract pricing for December, with others expected to follow suit.

The spot market rose steadily to a 92-cent-per-gallon level late in the week. The previous week, spot benzene was quoted at 87 cents per gallon, equal to the predominant industry-wide contract level.

Exxon Company Inc. increased its contract pricing by 4 cents per gallon to 92 cents per gallon early last week from a level of 88 cents per gallon. Exxon boosted its contract price 5 cents per gallon on Friday to 92 cents.

Late on Friday, Standard Oil Chemical Company raised contract prices 5 cents to 95 cents per gallon. Shell Chemical Company, another major producer, has not announced yet.

It is pointed out that both Exxon and Shell have experienced some shortness of supply this quarter, and that this has contributed to the upward pressure on the market. Exxon has experienced operational difficulties related to a hydrocracker fire several weeks ago. One source estimates that the company has been buying 150,000 barrels of benzene per month. Shell is said to be borrowing material on a regular basis in order to meet commitments.

#### SHELL CANADA OUTAGE

Shell Canada recently lost about twelve days of benzene production at Scotford, Alberta, due to a catalytic reformer problem. The company says that it was compelled to shut its styrene plant for a week, but that it was able to meet all its contract commitments.

Petro Canada Ltd. in Montreal was down for a considerable part of October, and is not expected to be a factor again in the merchant market until year's end.

With these production shortages and strong derivatives demand, the benzene market is described by industry sources as fairly tight. "Styrene producers all are running full blast. They need the benzene, are able to pass through the (higher pricing), and are taking as much as they can get their hands on," says a trader.

One industry participant comments that "styrene producers have not been opposing benzene increases, and styrene buyers have not been putting up any opposition (either)" during the recent months' upward spiral.

Assessing the styrene market in light of the imminent December 1 upturn in benzene contracts, one styrene producer observes that "the market appears to be tight from the buying side... benzene shipments are dragging."

There are a lot of TVA's (temporary voluntary allowances) out there that can be removed on short notice, he observes, and producers are waiting in the weeds to see if there's any groundswell on pricing.

In less than three months' time, spot benzene pricing has firmed 15 cents per gallon, and styrene contracts have risen approximately 5 cents per pound. While there has been some strength in crude oil and gasoline prices during this period, sources say, the aromatics market has firmed beyond simply reflecting these prices.

Industry players remark that, while the US market is tighter than the world market as a whole, the European market has been fairly strong as well, and benzene exports to the US have not been heavy.

BHT — PMC Specialties Group, Inc. announced this month that it will be raising list prices on butylated hydroxytoluene by 5c. per pound, effective January 1.

"CAO-1" technical-grade material increases to \$1.31 per pound from \$1.26 per pound. "CAO-3" food-grade material moves to \$1.33 per pound from \$1.28 per pound. It

is said that the company's list pricing is no higher than it was two years ago.

PMC expects the list move to be reflected in selling prices. "The market is not outstanding, but it is reasonable to believe (the change) will stick," says a company spokesman, although another adds that "we won't be non-competitive."

An attempt by PMC to raise prices in August did not succeed, and one competitor ob-

#### PRICES TRENDLINES

WEEK ENDING NOV. 21, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### AROMATICS INDEX

The Aromatic Organics Index reflects the prices of 14 representative materials in this sector and the quantity of each produced in 1985.

Nov. 21, 1986	167.84
Nov. 14, 1986	167.84
Oct. 24, 1986	167.84
Nov. 22, 1985	167.84

Chemical Prices Start on Page 28

serves that "PMC has moved up and down a few times on list pricing, and nobody else has moved at all." According to this source, there has not been any significant movement in selling prices for about a year.

Nonetheless, one producer, Borg-Warner Chemicals, says it will support the move by raising off-list pricing by 5c. per pound. Neville-Synthe Organics Inc. says it is studying the situation.

PMC says the price increase can be attributed to a decline in the pressure exerted on the market by European imports; and other producers agree that the downward trend in the value of the US dollar has had a substantial impact.

Producers acknowledge that demand and pricing for BHT have been adversely affected this year by a trend toward the use of new, high-performing phenolic antioxidants. One producer estimates that 2 to 3 percent of BHT consumption has been lost. There is said to be downward pressure in pricing for these competing materials related to patent expirations.

Prior to any increase in BHT pricing, selling levels are quoted at slightly under \$1.20 per pound. Producers quote list price levels between \$1.25 and \$1.40, with Uniroyal Chemical Company on the high end.

A Uniroyal spokesman says that, because of the company's higher price, it is holding its list steady at this time. "We've always been at least 5c. per pound higher" than other producers, he says, even though "we've lost a little market share" on account of that policy.

**TOLUENE** — The spot toluene market was quoted last week at 70c. per gallon, a 3c. per-gallon increase from the previous week's level of 67c. per gallon.

The upward move is attributed to rising benzene and gasoline prices. In addition, it is noted that the European toluene market has been tight.

A spot xylene price of 76 1/2c. per gallon was quoted last week, unchanged from the week before. An industry source says that this market has been steady to slightly weak in recent weeks, primarily on account of downward pressure from the paraxylene sector.

Spot paraxylene pricing was quoted at 16 1/2c. per pound, compared with 17 1/2c. per pound level quoted in early October. "The new Japanese plants are coming on, and whether or not they're on yet, they're trying to sell," says a domestic producer.

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 $\text{ClCH}_2-\text{CH}_2-\text{O}-\text{CH}_2-\text{CH}_2-\text{O}-\text{CH}_2-\text{CH}_2-\text{Cl}$

METHYLAMINOACETALDEHYDE  
DIMETHYLACETAL  
 $\text{CH}_3\text{NHCH}_2-\text{CH}(\text{OCH}_3)_2$

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CHEMICAL MARKETING REPORTER

November 24, 1988

## Air Emissions Policy

Continued from Page 3

interim environmental program under the Clean Air Act, especially in severely polluted areas where most large plants are well controlled."

Initial reaction from Capitol Hill environmentalists, however, was mostly negative.

A staff counsel to the House Commerce subcommittee on business and environment said the regulations will increase compliance with Clean Air Act standards in areas that still fail to meet them.

"It pretty much guarantees the end of the quo," said the counsel, noting that 100 million people live in noncomplying areas such as New York, Houston, Los Angeles, Pittsburgh and Denver.

David Doniger, senior attorney to Natural Resources Defense Council, said the policy will result in "a giveaway to polluters...Sources that have unexploited reduction resources ought to be brought over to the public. Instead they're playing shell game, and the air stays smoky."

The bubble allows managers of plants to treat all their stacks alike, though they are enclosed by a plastic and control less where control costs are in exchange for extra, compensating emission reductions where control costs are relatively low, so long as equal or better reductions are achieved at the top of the bubble.

Because it often costs many times more to remove a pound of the same pollutant from one stack as from another one down the block, such bubbles can save several dollars per transaction over the cost of the traditional uniform requirements, the same or better environmental results.

"This new policy strengthens and speeds EPA's past efforts to use economic incentives to encourage environmental progress," he said. "Use of bubbles was already widespread under previous EPA policies, dating back to 1979 and has been estimated to save the economy hundreds of millions of dollars. Similar approaches are important contributions to our effort to phase out lead in gasoline, reduce asbestos and secure efficient reductions from various sources under the Water Act."

EPA's first bubble policy was to help the agency address expanding responsibilities and decreasing environmental returns. A 1982 Interim Emissions Policy enlarged that early effort, granting the bubble with relaxed incentive-based approaches and streamlining many approval requirements.

The new policy tightens requirements on existing-source bubbles, banking and bubble rules, which allow states to set individual bubbles without case-by-case review. Among other steps, the policy provides for more regular EPA oversight rules.

It also requires bubbles in all areas, except any hazardous or potentially hazardous emissions, meet rigorous accounting designed to prevent hidden emissions increases and publicly state all changes in actual as well as permissible emissions and their ambient effects will be clearly stated.



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CHEMICAL MARKETING REPORTER

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## ALIPHATIC ORGANICS

### Acetic and VAM Prices Rise As a Tight Market Persists

Extreme tightness in the acetic acid and vinyl acetate monomer markets have enabled producers of the two aliphatic chemicals to push through higher prices in the fourth quarter. In many accounts, acetic acid sellers succeeded in pushing a 1-cent-per-pound increase through, while VAM makers hiked prices 2 cents per pound.

"We've been in 'sales control' for the past two months," one acetic acid producer says. He describes this as limiting purchases to a regular total which forces the company to turn away larger-than-usual orders.

The acetic acid market has been running at over 90 percent of capacity all year, sources say, but has grown extremely tight in recent weeks following turnarounds taken by Celanese at Clear Lake, Tex. and USI at Deer Park, Tex.

The two facilities, which have a combined acetic acid capacity of 1.84 billion pounds, were down for three weeks and six weeks, respectively. The USI facility returned to service last week, the company says, after work was completed on the syngas unit in Deer Park.

As a result of this supply tightness, producers were largely successful in passing through the 1-cent acetic acid increase. Both the acetic acid and vinyl acetate monomer increases "went through fairly cleanly," one producer says.

Another seller says the increase was "fairly successful," save for those customers with protective clauses written into their contracts. This seller says the market price for acetic acid now stands at 17 cents to 18 cents per pound for mid-sized customers.

#### OPERATIONAL PROBLEMS CITED

The market tightness for acetic acid was partly caused by "operational problems" at several plants, one producer says, and inventories fell to uncomfortable levels. He says the industry started to catch up until the two plant turnarounds again stretched the supply chain.

Demand for acetic acid this year has been described as steady if not spectacular. Including exports, US consumption is expected to reach 3.2 billion pounds this year, while capacity stands at 3.7 billion pounds. The long-term forecast calls for demand to grow at under 2 percent annually.

Despite these modest demand projections, the market is expected to remain tight through the middle of next year. The acetic acid unit, owned by Sterling Chemical in Texas City (the material is marketed by BP) is expected to take a short turnaround next month, and is then scheduled for a four-to-six-week shutdown in the second quarter of 1987. Celanese will take another three weeks of downtime at Clear Lake in March to finish the maintenance work started this fall.

Two producers, Celanese and Sterling, have the ability to expand their acetic acid capacities, but neither company is planning to do so in the near future. Celanese could add 180 million pounds to its Clear Lake total and Sterling could expand by 110 million pounds at Texas City, but since growth is forecast at 1.5 percent a year or less, producers say current nameplate, if running smoothly, is sufficient.

In addition to hiking prices for domestic customers, sources say the export price of acetic acid has risen 1 cent a pound as well. Exports are expected to grow from 237 million pounds in 1985 to 275 million pounds next year.

Further ahead, new capacity overseas is expected to reduce US export shipments. At the moment though, the snug domestic supply-demand balance has reduced the availability of acetic acid for overseas shipment.

The acetic acid price firming is in sharp contrast to the price trends of the acid's two main raw materials, propylene and methanol. Propylene producers had no success in pushing up prices in October, and list prices remain flat at 9 1/4 cents per pound.

Methanol has been on a long, steep slide all year, falling from 40 cents per gallon in January to 28 cents per gallon at present.

The vinyl acetate monomer market has been somewhat more spotty than the acetic acid market, but the price is definitely firming, sources say. Some firming in the aliphatic market and the tightness of raw materials.

#### PRICES TRENDLINE

WEEK ENDING NOV. 21, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### ALIPHATICS INDEX

The Aliphatic Organics Index reflects the prices of 20 representative materials in this sector and the quantity of each produced in 1985.

Nov. 21, 1986	222.8
Nov. 14, 1986	222.8
Oct. 24, 1986	222.8
Nov. 22, 1985	221.8

Chemical Prices Start on Page 14

acetic acid supply were cited as the major factors in the VAM market. A 2-cent per pound increase raises selling prices to about 18 cents to 29 cents per pound for medium-sized accounts, delivered.

An exporter of VAM, says the export price for VAM increased the full 2 cents if you wanted to export VAM, you could not have it.

Meanwhile the main consumers of VAM, polyvinyl acetate producers, continue to struggle. An excess of supply has made the market extremely competitive, sources say, and there is little chance higher raw material costs will be passed through for the foreseeable future.

**ISOPROPANOL** — US production is expected to increase through the first half of the year, according to Commerce Department. Market observers say this is due to a combination of an improved trade balance and increased domestic demand.

Improved foreign trade is the main factor in the improvement. Through September of this year, imports are down 24 percent to 84.7 million pounds. Likewise, exports are a surprising 40 percent, to 188.4 million pounds.

Both the softening of the dollar and higher European production costs are credited for the net increase in trade. Costs for raw materials propylene in Europe are considerably higher than they are in the US.

In addition, US demand for the low-boiling chemical is proceeding at a rapid rate in some end-use segments, according to one producer.

One producer is posting a list price of \$1.60 per gallon, depending on location. This price is said to have been fairly firm all summer when import pressure was at a peak but became softer once the flow resumed. Imports are said to be drying up once again, however, so firmer pricing may be on the way.

**2-ETHYLHEXANOL** — Market participants say that a 2c-per-pound price increase has been largely successful, although some contract-protected customers have not yet been affected by the announcement.

The major impetus for the price increase was tight supplies, on both a regional and national level. Since the shutdown of BASF's plant, US producers have been able to supply above 90 percent of rated capacity. The producer is said to be currently allocating sales with its customers.

The world situation should stabilize next few months as a 100,000-ton

## ALIPHATICS

city in Poland is said to be coming on stream this month. The material is likely to be exported to the Far East before it is the US, however.

In the US, supply snugness is expected to continue at least through the first quarter of next year.

Through the first half of the year, US production is up over 8 percent, compared to the same period last year. Part of this is due to the Montreal closure, but part is due to increased US demand.

Use as a cetane enhancer is singled out by one producer as a strong market currently. Sales to the US DOP business are also healthy; DOP imports are coming in at an annual rate of only 9 million pounds this year, as compared to a total of 25 million pounds last year.

The current list price of 34c. per pound, delivered is considered reasonable for average buyers.

MTBE Although toluene advanced 3c. per pound last week on the coattails of a

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strong benzene market, little or no movement in methyl-tert butyl ether prices was reported.

Sources attribute the lack of price change to sluggishness in the octane market, where MTBE is exclusively used. One marketer said that even his toluene sales went to dehydroalkylation for benzene production, rather than for octane use.

## Pesticide Fee

Continued from Page 7

data, EPA determines whether a pesticide can perform its intended function without causing "unreasonable adverse effects" on human health or the environment while taking into account the potential benefits of the proposed use.

The \$18 million in fees the agency expects to recover annually under the proposed rule is slightly more than one quarter of all costs EPA expended in fiscal 1985 to conduct pesticide activities.

In addition to proposing a fee structure for certain registration activities, the agency is also seeking comments regarding the establishment of a more comprehensive fee system in the near future which would cover the scientific and administrative costs of maintaining all registrations for both new and old pesticides.

This system would increase collections by approximately \$22 million to a total of \$40 million, or approximately 60 percent of all costs expended on pesticide activities by EPA in fiscal 1985.

The future fee structures would cover many of the ongoing activities in EPA's pesticide program not covered by the plan proposed last week.

These include such issues as determining data gaps in older pesticides and requiring these data from registrants; conducting special reviews of chemicals which may pose a health or environmental risk; auditing laboratories and their health data to assure that health and environmental effects studies used in support of pesticide registrations are complete and valid; and the re-registration of older pesticides.

EPA is considering two options for the planned registration fee structure.

The first is an annual-fee approach. It would cover scientific review and transaction costs, prorating the average costs among producers of each active ingredient, with an annual fee for each year the registration remains on the market.

The agency has proposed the following fee schedule: new chemicals, \$163,100; old chemicals, \$3,500; new use, \$28,900; amendment, \$800; new biomedicine, \$56,000; experimental use permit, \$4,000; and food additive regulation, \$5,500.

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## DRUGS & FINE CHEMICALS

### Anti-Convulsant Switching Is Linked To Renewed Seizures

The medical soundness of having epilepsy patients switch from brand name to generic anti-convulsants, or vice-versa, is being questioned by The Epilepsy Institute and some suppliers of anti-convulsant drugs. The switching from brand name to generic, or from generic to generic, is also under scrutiny.

Physicians and some market observers worry that switching anti-convulsants can trigger renewed seizure activity in previously seizure-free epilepsy patients. This concern is growing because, with the increasing popularity of generic drugs, switching is becoming more common. Often, pharmacists will switch a patient to a generic drug if allowed to, say observers.

Therefore, The Epilepsy Institute, based in New York, has launched a campaign, urging physicians and pharmacists not to change their epileptic patients' anti-convulsants once a regimen has been established. Approximately 2 to 3 million epilepsy patients take anti-convulsants.

The problem with switching anti-convulsants, says Dr. Hart Peterson, is that not all anti-convulsants are absorbed or excreted at the same rate, so protective blood levels may not be sustained. "A slight change in absorption rate can make the difference in having a seizure," claims Dr. Peterson, a member of The Epilepsy Institute's advisory board, and a professor of neurology and pediatrics at New York Hospital and Cornell Medical Center. "We are becoming increasingly aware of the potential non-equivalency."

**SWITCHING POLICIES**  
Dr. Peterson says that New York State has a good system of prescribing drugs which, if adopted by all the states, would decrease the number of renewed seizures. In New York, physicians instruct the pharmacist to either switch or not to switch. However in other states, such as Florida and Massachusetts, pharmacists are allowed to switch at their discretion.

The specific generics being looked at are carbamazepine, phenytoin and valproic acid, the most common anti-convulsants used for treating epilepsy patients. Respectively, the brand name products using these active ingredients are Ciba-Geigy ("Tegretol"), the Parke-Davis division of Warner-Lambert ("Dilantin"), and Abbott Laboratories ("Depakene").

"The problem of therapeutic equivalence between different anti-convulsant agents has been established," acknowledges a Parke-Davis spokesman. "We don't advocate change (of medication) without closely monitoring the patient."

Ciba-Geigy has no comment, but acknowledges that since May it has been notified of 11 cases of renewed seizures caused by switching.

A spokesman from Abbott says his com-

pany has made no public statement, but is not yet prepared to do so. However, he adds the company has heard of three cases of renewed seizure activity following a switch.

Spokesmen say their companies learned of these cases from the physicians whose patients suffered relapses. This is common, say observers, noting that word-of-mouth has played the major role in making this problem known.

This is disturbing to a spokesman for the Food & Drug Administration, who says he has never heard of any adverse reactions.

#### PRICES TRENDLINES

WEEK ENDING NOV. 21, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### DRUGS INDEX

The Drugs & Fine Chemicals Index reflects the prices of 10 representative materials in this sector and the quality of each produced in 1985.

Nov. 21, 1986	21.01
Nov. 14, 1986	21.01
Oct. 24, 1986	21.01
Nov. 22, 1985	21.01

Chemical Prices Start on Page 18

by switching. FDA has approved all previously named anti-convulsants, and they are therapeutically equivalent. "I see cases and patients," says a spokesman, who adds that he doesn't speculate with "no hard data."

Dr. Peterson stresses that changes in general law aren't being sought, which FDA has not been petitioned. He says while The Epilepsy Institute does not form studies, many neurologists intend to hold a conference about this topic in the future, and that some hope to conduct study.

**CAFFEINE** — Pfizer Inc. will be adjusting its prices for anhydrous caffeine effective December 1.

The new truckload price will be \$5.10 per pound, an increase of \$1. Five thousand pounds will cost \$5.00 per pound, and less than 5,000 pounds will cost \$6 per pound. Freight is prepaid on quantities of 10,000 pounds and more.

"Pricing has been depressed since 1981 because of currency fluctuations," says a Pfizer spokesman. With this increase, Pfizer will charge a uniform price nationwide. Previously, the price differed west of Denver.

**MALIC ACID** — Major suppliers of malic acid agree that growth has been substantial

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## DRUGS & FINE CHEMS

In 1986. Estimates of industry growth range from 10 to 20 percent.

"Demand is up appreciably from the previous 12 months," claims a spokesman for Denka Chemical Corporation, the domestic producer. Denka took over Alberta Gas Chemicals' domestic production this year.

Denka's spokesman notes that malic acid is increasingly being used with aspartame. Others concur that this use has been rising, and most believe it will continue to do so.

One source also mentions an increased usage in the dry powdered beverage market, and in the fruit-flavored candy market. "Gummi Bears" are an example of this candy.

Malic acid is competitive with citric acid, and even has the same list price (\$1c. per pound). One source says that many malic acid users were switching to citric acid because of supply shortages. Now, he says, malic acid's supply is improved, in both quantity and quality. Sources say suppliers are more committed to producing good product.

While suppliers expect good growth, most won't specify. However, one spokesman thinks the industry could see 10 percent growth over the next three to five years.

**SODIUM ERYTHORBATE** — Pfizer Inc. is increasing its price for sodium erythorbate, effective December 1.

Truckload quantities will cost \$2.75 per pound, up from \$2.50 per pound. West of Denver, the price will rise to \$2.77 per pound, up from \$2.62 per pound.

This is Pfizer's first sodium erythorbate increase since November 1982, says a spokesman.

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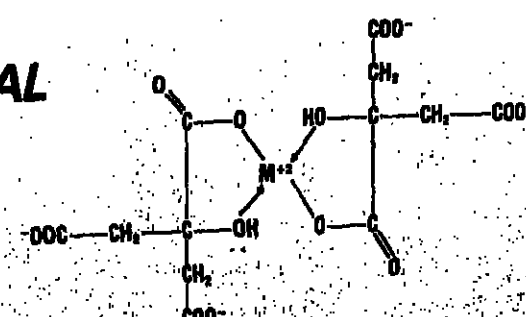
## BOTANICAL DRUG IMPORTS: SEPTEMBER

CENSUS BUREAU REPORTS ON SELECTED BOTANICAL DRUGS.

	QUANTITY	VALUE	QUANTITY	VALUE
Agar	174,268	993,288	241,432	1,440,000
Balsam, nat. napt.	2,868	15,814	14,092	7,200
nat. glycerol	6,803	10,226	3,827	5,200
nat. tol.			6,249	100
Crude animal glands, organs and parts	42,304	119,239	56,791	130,000
Ginseng roots	2,110	80,506	18,219	700,000
Ginseng, adv.	48,017	331,406	15,219	500,000
Glycosides	14,691	286,844	788,888	1,000,000
Gum, Arabic	830,753	1,025,248	1,571,770	1,000,000
Gum, Gaur, nat.	2,350,589	1,200,585	355,529	1,000,000
Gum, Locust Bean	80,811	407,283	70,635	1,000,000
Gum, Karaya, nat.	72,752	47,764	4,410	1,000,000
Gum, Tragacanth, nat.			30,181	1,000,000
Licorice root			18,000	1,000,000
Natural crude drugs, bile, other animal excretions	9,728	1,594,430	841,629	1,000,000
Natural crude drugs, napt.	844,635	20,140	4,007	1,000,000
Natural adv drugs, animal origin, napt.	9,820	20,140	448,890	1,000,000
Natural adv drugs, misc.	210,636	812,168	266,940	1,000,000
Pectin	800,076	1,819,268	266,940	1,000,000
Poppy straw extol			674,619	1,000,000
Psyllium seed husk	408,812	434,870		

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## Drug Export

Continued from Page 3

sion applies to vaccines for childhood diseases such as polio, measles, diphtheria, tetanus, rubella, smallpox, and mumps.

It provides for compensation for the medical, rehabilitation and education costs for children who are injured by the vaccines, leaving the court process open only to those hurt or disabled through negligence.

Supporters argued that most children never receive court awards because negligence on the part of a physician or manufacturer is difficult to prove and, in the case of

those who are compensated, much of the money is eaten up by legal fees.

They were also concerned that high insurance costs would lead pharmaceutical firms to end production of the vaccines or dramatically raise prices.

Chief sponsors of the health package were Sens. Orrin Hatch (R-Utah), Paula Hawkins (R-Fla.), and Edward Kennedy (D-Mass.), and Reps. Henry Waxman (D-Calif.), and Robert Madigan (R-Ill.).

Sen. Kennedy called the bill "vital legislation" and said the President's decision to sign it "is the best omen so far for a productive 100th Congress," which will be led by Democrats when it convenes in January.



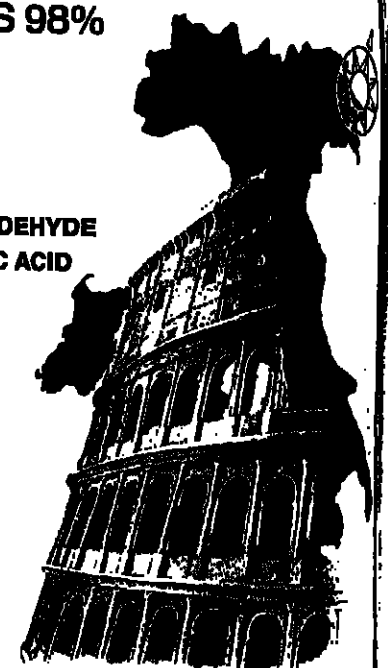
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## Du Pont Chief Says

Continued from Page 3

tion, research and development and "a management commitment to creating wealth as opposed to rearranging it" as other top priorities if the chemical industry is to remain competitive in the years ahead.

Actually, the industry has done pretty well relative to other industries, Mr. Heckert says. US chemical exports are expected to total about \$22 billion this year, while imports will finish out the year at some \$15 billion, giving the industry a \$7 billion positive trade balance.

However, he also notes that the US annual total merchandise deficit remains about \$145 billion and cautions that the chemical industry's competitive strength should not be taken for granted.

Mr. Heckert told the CMA members that in the new customer orientation goes well beyond the basics of cost and quality. "Partnership is something of a cliché, but it is a key concept in today's marketplace. Until we have gotten into the habit of looking at our businesses through the eyes of our customers, we haven't truly entered into partnership with them," he says.

He also points out that Du Pont has restructured some of its operating departments to "reflect the markets we serve rather than the products and services we offer" and has fostered the "business ownership" concept that encourages employees to

"look for ways to serve the customer better, at lower cost and with fewer people."

The latter includes giving employees a bigger role in making the business perform, he says, noting that unless this is done "you've gotten smaller, but you haven't gotten better."

Serving high technology markets successfully means a strong credible R&D program, Mr. Heckert says, adding that Du Pont spends on average nearly 4 percent of sales on R&D compared to an all-industry average of 3 percent. More important, he says, only 3 percent of the chemical industry's R&D is government-funded as compared to 34 percent for all industry. "In our industry, we call the shots," he says.

Finally, Mr. Heckert sees a need for corporate managers to commit themselves to creating wealth as a key to competitive strength. "One unfortunate byproduct of corporate bureaucracy in recent years is a preoccupation with rearranging wealth instead of creating it," he says.

"Corporate raiders, arbitrageurs, megamergers, greenmail and the like have become part and parcel of corporate life in the 80's. Profitable or devastating as these schemes may be depending on one's role, most of this stuff is smoke and mirrors. No wealth is created when an unfriendly takeover sends a stock price skyrocketing," he says.

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## Chemical Finance

### Synbiotics Raises Revenue, Cuts Loss Sharply

Synbiotics Corporation, San Diego, Calif., a leading developer and manufacturer of monoclonal antibodies, boosted its fiscal second-quarter revenues more than six-fold to \$1,135,454 from \$147,426 a year earlier, while its net loss in the quarter (ended September 30) was sharply reduced to \$50,802 from \$148,259.

During the quarter, Synbiotics completed a secondary public offering of common stock yielding net proceeds of \$3.8 million, which will be used to accelerate the introduction of diagnostic products for humans, noted Edward T. Maggio, president and chief executive officer.

### Laser Industries' Earnings Increase 53 Percent

Laser Industries Ltd., of Tel Aviv, Israel, a leading developer of lasers for medical and other purposes, had record net sales of \$7,730,000 in the second fiscal quarter ending September 30, up 26 percent from \$6,132,000 a year ago. Net income rose 53 percent to \$1,133,000 from \$735,000, but the increase in earnings per share was smaller — from 10 cents to 25 cents per share — because the number of shares outstanding increased substantially between the two periods.

In another development, Laser Industries began shipments of the "Sharp Laser Rectoscope," a reportedly unique carbon dioxide laser endoscopic system for removal of rectal growths including cancerous growths and obstructions, polyps and hemorrhoids.

### Cabot Corporation Adopts 'Poison Pill' Defense

Cabot Corporation, Boston, Mass.-based producer of energy materials, carbon black and specialty chemicals, has adopted a standard version of the "poison pill" defense against a hostile acquisition, but the company said it is not aware of any current efforts to acquire Cabot. The company will issue rights to shareholders, exercisable under certain conditions indicative of a hostile merger attempt, which will enable the holders to buy shares of Cabot stock worth twice the exercise price of the rights.

### ChemClear Has Record Sales and Net Loss

ChemClear Inc., Wayne, Pa.-based processor and treater of industrial waste, had record high sales in the third quarter of \$5,755,591, up from \$3,534,387 a year ago, but because of a special charge related to previously accumulated waste, the company had net loss of \$475,146, as compared with earnings of \$601,131.

### Marion Raises Dividend 40 Percent

Directors of Marion Laboratories, Kansas City, Mo., have raised the quarterly dividend on the common stock by 40 percent from 5 cents to 7 cents per share, payable January 1 to holders of record on December 19. At the firm's annual meeting in Kansas City, shareholders ratified the retention of Peat, Marwick, Mitchell & Co. as independent public accountants.

In addition, shareholders voted to increase the number of authorized common shares from 100 million to 170 million. Total shares outstanding on June 30 were 74.6 million.

### Norton to Buy Carborundum Abrasives

Norton Company, Westchester, Mass., has signed a letter of intent to acquire Carborundum Abrasives Company, a unit of Peck-Lynn Group, Ltd., a closely held company based in Chicago. Norton manufactures abrasives, ceramics and petroleum drilling products. Carborundum, based in Niagara Falls, N.Y., manufactures coated abrasives.

### Schering-Plough Proposing Stock Split, Dividend Hike

Schering-Plough Corporation, of Madison and Kenilworth, N.J., said that Robert J. Luciano, chairman and chief executive officer, intends to propose to the board of directors that shareholders be asked to approve an increase in the company's authorized common shares to 300 million at the April 1987 annual meeting to permit a two-for-one split of the company's stock.

Mr. Luciano also expects to recommend that, based on anticipated 1987 earnings, the corporation's annual dividend rate be increased to \$2 per share on the pre-split shares, an increase of 11.1 percent.

### Goodrich Offering 2 Million Shares to Public

B.F. Goodrich & Co. is offering to the public 2 million shares of its \$3.50 cumulative convertible preferred stock, Series D, at a price of \$50 per share, through Goldman, Sachs & Co. The preferred is convertible into Goodrich common at \$55 per share, subject to adjustment under certain circumstances.

### Newmont Boosting Its Interest in Peabody Holding

Newmont Mining Corporation, New York, has agreed to increase to 61.47 percent its interest in Peabody Holding Company through the purchase of the 50.735 percent share held by Williams Companies, of Tulsa, Okla. Gordon R. Parker, chairman, president and chief executive officer disclosed. The purchase price is \$320 million. This will just about double Newmont's existing holdings.

### Tenneco Redeeming \$65 Million Debentures

Tenneco Incorporated, Houston, Tex., has elected to redeem on January 5, 1987, \$65,242,000 principal amount of its 15 percent debentures due 2006 in accordance with the terms of such debentures. In addition, a subsidiary, Houston Oil & Minerals Corporation, will prepay \$56 million of indebtedness owed to institutional lenders.

### Novo May Buy an Interest in Ferrosan

The International Investment Bank of Goldman Sachs has been in contact with Novo Industri A/S and other companies in and outside of Denmark with a view to the divestment of shares of the Ferrosan Group which could contribute to the development of Ferrosan.

"As Ferrosan has got far in areas of research within which Novo's pharmaceutical R&D is also working, we are currently investigating — through talks with Ferrosan — Novo's interest in pursuing this possibility," said a spokesman for Novo in the New York office. Novo is the world's largest producer of industrial enzymes and one of the world's largest manufacturers of insulin.

## HEAVY & AG CHEMICALS

### Frasch Sulfur Producers Cut Tampa Prices by \$5 Per Ton

Frasch sulfur prices are decreasing by \$5 per long ton under pressure from a beleaguered phosphate fertilizer industry. Observers say that Gulf Coast area recovered sulfur prices should respond with a similar decline.

Preport-McMoran Resources Partners and Texasgulf Chemicals Company have both announced decreases in the price of sulfur from \$197.50 to \$192.50 per long ton, f.o.b. Tampa, Fla. terminal, with equivalent decreases in delivered sulfur prices to domestic customers in other regions. New prices take effect immediately, as contracts permit.

In addition, both producers note that competitive allowances for domestic contract customers will remain in effect at this time. These allowances are based on the level of contract compliance and usually amount to as much as \$10 per ton at normal delivery levels.

Industry sources say the decrease was actually initiated by the third US Frasch sulfur producer, Pennzoil Sulphur Company. Pennzoil, however, will not comment on the matter.

Pennzoil is said to have been particularly pressured into making the change by CF Industries, its largest sulfur customer. Other phosphate producers note, however, that the phosphate industry as a whole had been pressing Frasch sulfur producers to lower prices, even to the point of threatening to cancel contracts and look for material on the world market.

### RECOVERED SULFUR LOWER

Market observers say that, historically recovered sulfur prices, although lower than Frasch prices, respond to changes on an essentially one-to-one basis through a de-escalation clause built into contracts. Sources say recovered prices are currently in the \$115-to-\$120 per long-ton range f.o.b. Gulf area refinery, and around \$120 or \$122 per ton, delivered in the Houston area. One buyer says some recovered sulfur makers are looking at December 1 as an effective date.

Sulfur prices on the world market have been steadily slipping over the course of the year, again due to weakness in the world fertilizer market. For instance, prices for Canadian sulfur, f.o.b. Vancouver and intended for export, have dropped as much as \$10 per ton this year, and are currently close to \$130 per metric ton.

Traditionally, most sulfur analysts still feel the long-term world sulfur price outlook is gradually improving for significant increases, beginning possibly next year. This is because, despite lower demand, sulfur stockpiles in the U.S. continue to dwindle, and their exhaustion later this decade will put a crimp on supply.

Frasch sulfur's importance has diminished somewhat this year, as it is backed out of the market by more prevalent material recovered from petroleum refining. Through September, according to Bureau of Mines, petroleum recovered production is up almost 50 percent, to 2.6 million metric tons, while

Frasch production is down 14 percent, to 3.1 million metric tons. Natural gas recovered production is also down slightly, to 1.6 million metric tons.

Increased recovered production is said to be attributed to increased refining of higher

### PRICES TRENDLINES

WEEK ENDING NOV. 21, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### HEAVY & AG INDEX

The Heavy & Ag Chemicals Index reflects the prices of 18 representative materials in this sector and the quantity of each produced in 1985.

Nov. 21, 1986 ..... 113.69  
Nov. 14, 1986 ..... 113.69  
Oct. 24, 1986 ..... 113.69  
Nov. 22, 1985 ..... 113.69

Chemical Prices Start on Page 28

sulfur crudes by US oil companies. Middle Eastern and Venezuelan crudes are singled out as main contributors.

### BASES & SALTS

**ALUMINUM SULFATE** — Effective immediately or as contracts permit, Delta Chemical Corporation is increasing its off-list prices for liquid aluminum sulfate by \$8 per ton, dry basis.

Prices are f.o.b. Baltimore. Delta will continue to offer freight equalization with competitive producing plants, as applicable.

Delta's increase follows similar announcements by Tennessee Chemical Company, Stauffer Chemical, General Chemical, and General Alum & Chemical.

**LITHIUM CHEMICALS** — Foote Mineral Co. is raising its prices for various lithium chemicals by 5 percent, effective December 1. The increases are for truckload quantities.

Lithium bromide brine will rise by 20c to \$4.12 per pound; lithium chloride brine will increase by 14c to \$2.95 per pound; lithium chloride anhydrous price will move up 17c to \$3.49 per pound; and lithium fluoride's price will jump by 25c to \$5.21 per pound.

According to a spokesman for Foote, prices are rising because of increased labor, raw material and transportation costs.

### FERTILIZER MATERIALS

**POTASH** — Cominco American Inc. announced a new price schedule for potash, effective November 1.

For ton quantities (minimum 60 percent K<sub>2</sub>O), standard costs \$52; special standard, \$53.50; coarse, \$57; and granular, \$58.50. Prices are f.o.b. Vade, Saskatchewan, in US dollars.

The terms of sale follow: for shipments from November 1 through November 30, there is a storage allowance, or rebate, of \$8, with a \$3 cash discount, 30 days net March 31; from December 1 through January 18, the storage allowance is \$6, with a \$2 cash discount, 30 days net March 31; from January 19 through February 28, the storage allowance is \$4, with a \$1 cash discount, 30 days net March 31; from March 1 through March 31, the storage allowance is \$2, net 30 days; and from April 1 forward, there is no storage allowance, net 30 days.

"These are tough times for agriculture," says a Cominco spokesman. He claims a restructuring of the price schedule is necessary to regain lost profits.

### CHLOR-COAUSTIC OUTPUT

SEPTEMBER: SHORT TONS/DAY

	SEPT.	AUG.	SEPT. '85
CHLORINE			
Cap Produced*	26,125	27,493	27,743
Liquid produced	23,851	23,258	23,124
Solid shipped	13,950	13,543	12,797
CAUSTIC SODA			
Liquid produced**	29,863	28,388	28,008
Solid produced	843	658	784
CAPACITY	35,000	35,000	35,040
UTILIZATION RATE	92.2%	90.2%	80.2%

\*Source: Chlorine Institute.  
\*\*Includes amount shipped.

\*Includes amount later converted to dry caustic.

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## Goodyear Takeover

Continued from Page 9

to compete, not seek artificial protection." Goodyear, headquartered in Akron, Ohio, operates 100 plants around the world and has about a 23 percent share of the global tire market. It has assets of \$4.8 billion.

Several congressmen, including Rep. John Seiberling, D-Ohio, described corporate raiders as profit-seekers who engage in "corporate strip-mining" by selling off assets, eliminating jobs and leaving behind financially weakened companies.

The takeover threat, they said, will force American companies to focus on short-term profits instead of long-term competitiveness.

## Textile Exports Limited by Japan

Japan has agreed to limit textile and apparel exports to the US to about eight-tenths of one percent annually through 1989 under an accord reached with the White House trade office.

Japan is the fifth largest supplier of textiles and apparel to the US in both volume and value, accounting for 6.5 percent of total US textile imports.

According to Deputy US Trade Representative Michael B. Smith, the new agreement will reduce Japan's apparel and textile growth rate from the 17 percent which occurred in the first nine months of 1988 to less

than 1 percent, retroactive to January 1988. "In addition," says Mr. Smith, "the textile agreement will reduce the number of illegal transshipments by establishing a visa system which will require Japanese firms, and US Customs Service to verify the country of origin of all textile exports to Japan."

## Carbide Ag Chem Sale

A previous report on the sale of Underbide Corporation's agricultural products company (CMR, 11/17/88, pg. 3) incorrectly reported the price involved in the sale. Rhone-Poulenc of France has reached agreement to purchase the Carbide unit for \$13 million in cash. Annual sales of the agricultural products company amount to \$10 million.

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## COATINGS & PLASTICS

### Epoxy Makers Lining Up Behind October's Advances

Price increases in epoxy resins have apparently held firm, according to two major producers. The price hikes were scheduled to take effect in October. Since that time, steady trading of the resins has been taking place at the new levels, according to sources.

Dow, Ciba-Geigy and Reichhold all announced price increases on their epoxy resins. Dow and Ciba-Geigy announced increases effective October 1, while Reichhold scheduled increases for October 16.

All of these companies raised pricing on their liquid epoxy resins by 4 cents per pound, and by a 5 cents per pound for solid grade. On solution-grade, the range of price hikes was from 2 cents to 3 cents.

Producers had been reporting very low margins this year on epoxy resins. The market saw considerable discounting during the course of the year, attributed largely to import activity. While imports represent a relatively small percentage of the total US market, they had a significant effect on pricing of domestic material.

## PREVIOUS DISCOUNTING

The earlier discounting, in addition to being the result of supply and demand pressures, also involved customer expectations regarding falling crude oil prices, according to an industry spokesman.

Although there is relatively little direct impact from crude oil on pricing of epoxy resins, consumer demands in this area are a factor in softening the price, the source says. "Whether this was a real expectation or a negotiating strategy," he says, "the customers were fairly successful in getting the prices lowered."

At the same time the discounting was occurring, raw material prices were also falling. However, producers frequently complained that prices on the finished product were falling more rapidly than raw materials costs.

Further cutting profitability this year have been increases in labor costs and outlays associated with compliance with environmental regulations.

Current raw material pricing is described as firm. Epichlorohydrin pricing rose last month, as producers announced increases of 3 cents per pound as of October 1.

Bisphenol-A pricing is described as flat, but BPA is also said to be in relatively short supply. In the opinion of one producer, this indicates the presence of upward pressure on pricing.

Domestic demand for epoxy resins has been up this year in the housing related markets. Adhesive and bonding segments rose 8.3 percent through June of this year, compared to 1985 levels, and demand in flooring and paving moved up by 11.7 percent over the same period of time.

Also seeing a pick-up in demand were the electrical end-use markets. This area was in very bad shape last year, while not completely turned around, this segment is said to be healthier this year than last.

US producers are expecting their export markets to pick up in the near future. They

## PRICES TRENDLINES

WEEK ENDING NOV. 21, 1988

## CHANGES/UP

None

## CHANGES/DOWN

None

## COATINGS INDEX

The Coatings & Plastics Index reflects the prices of 13 representative materials in this sector and the quantity of each produced in 1985.

Nov. 21, 1988 ..... 306.4  
Nov. 14, 1988 ..... 306.4  
Nov. 24, 1988 ..... 306.4  
Nov. 22, 1985 ..... 306.4

Chemical Prices Start on Page 28

are currently exporting a wide range of products, most of them being specialty epoxy grades. Commodities are also said to figure into the export market.

## PLASTICS MATERIALS

**STYRENE ACRYLATE POLYMERS** — The Resin & Specialty Chemical Division of National Starch & Chemical Corporation has announced a price increase for "Nacrylic" styrene acrylate polymer emulsions. The price will be raised by 5 percent, and is to be effective December 15.

A sample change is for "Nacrylic 3730" which will be raised from \$53.50 to \$56.00 per hundredweight, in tank truck quantities.

## MISCELLANEOUS

**TALL OIL ROSIN** — Union Camp Corporation has announced that it is increasing its pricing on tall oil rosin by 1c. per pound. Sample price changes include Unitol NCY, raised from 24c. to 25c. per pound, and Unitol ROS, raised from 26c. to 27c. per pound. These prices are for rosin in bulk quantities, f.o.b. Savannah, GA.

A company spokesman says that the price increases, effective November 21, were made to bring the company's prices into line with the world market value for tall oil rosin.

This latest move follows an earlier 1c. per pound increase in Union Camp's tall oil rosin prices, which were made effective September 12.

## COATING & PIGMENT EXPORTS: SEPTEMBER

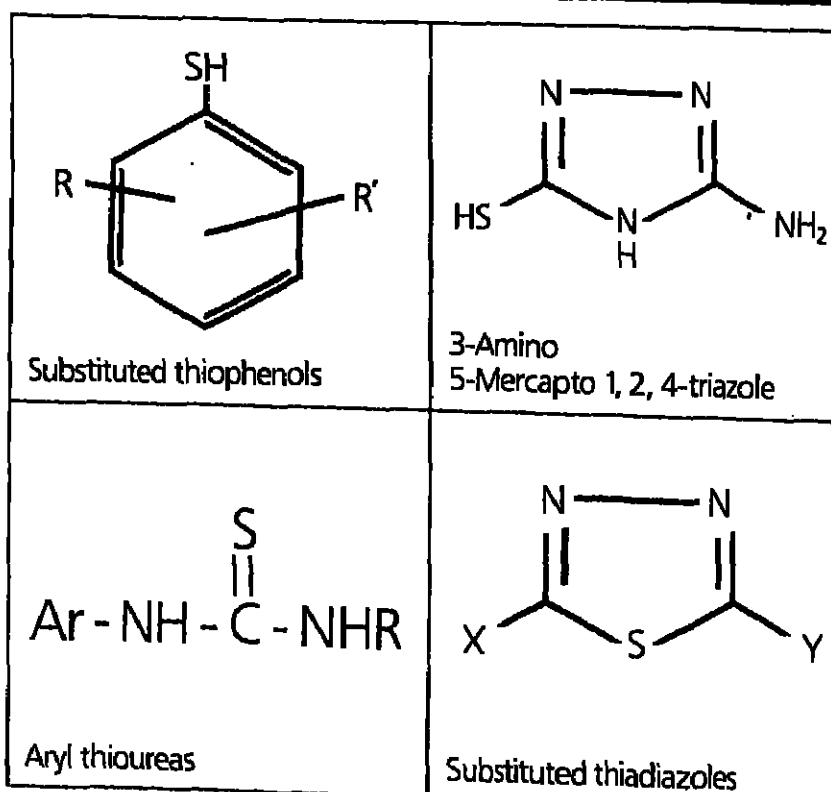
BUREAU OF CENSUS FIGURES ON THE KEY PAINT MATERIALS.

	SEPTEMBER '88	AUGUST '88	SEPTEMBER '87	AUGUST '87
QUANTITY	\$ VALUE	QUANTITY	\$ VALUE	QUANTITY
Antimony compounds (MSPP)	18,853	18,853	18,853	18,853
Carbon black, including thermal	9,155,888	8,842,058	8,797,344	4,808,828
Chromium pigments (1)	522,828	683,038	378,444	588,788
Colors, bases and toners (Cyclo)				
Concentrated dispersants	288,510	984,802	223,844	704,182
Yellow	108,030	225,887	141,788	384,872
Red	55,719	225,084	84,901	335,832
Blue	4,194	66,418	28,582	378,293
MSPP	480,001	1,858,830	371,958	1,382,369
Prepared paint and varnish dryers	777,838	2,797,191	828,888	3,285,340
Prepared solvents & thinners	761,455	821,114	858,058	874,870
Iron oxides, nat., syn.	2,241,893	1,583,388	4,938,748	2,665,978
Lead oxides	4,807,887	2,788,721	3,874,988	2,807,724
Phthalate esters: Dioctyl phthalate	12,301	3,808	87,353	11,366
Other phthalates	787,983	247,381	822,882	170,828
Thickening dioxides	51,722,201	8,361,839	34,403,334	9,442,887
Tin oxides	20,435,838	14,783,788	10,481,400	13,260,014
Zinc oxides	75,853	48,552	85,853	49,028
Zirconium oxide	95,828	238,058	871,214	428,224

(1) Includes mixtures

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**PERFUMES & FLAVORINGS**

**Benzyl Acetate Imports Rise; Prices, Production Are Down**

Benzyl acetate imports have risen steadily in the last three months as competition for the US market has tightened dramatically. Prices for the material have been driven down by this market climate, according to industry sources, to the point where some US producers have reportedly stopped production.

Prices have fallen from \$1.25 to \$1.30 per pound to below \$1 per pound. "Large shipments have come in from Europe at \$1 per pound duty paid," says an importer. "The international market is trading at even lower levels, he says, as low as 50c. per pound for some transactions."

Underlining the extremely low pricing levels of benzyl acetate is one of the most exorbitant duties in the perfumery industry. The duty in 1986 is 34.1 percent of product value; in 1987 it will be 30.6 percent. Despite this substantial impediment, European producers are still able to market their benzyl acetate successfully in the US.

The exception to this rule is Mexico which, because of its GSP status, exports benzyl acetate to the US duty free. Through September, 1986 Mexico accounted for approximately 45 percent of the total US imports with 496,877 pounds. "Mexican material has a considerable advantage over other imports," says an aroma chemicals dealer, "primarily because of the duty."

Total imports from January through September, 1986 were 1,115,399 pounds, well ahead of the levels recorded during the same period last year: 911,758 pounds.

**BENZYL ACETATE SUPPLIERS**

Other major exporters of benzyl acetate to the US include Great Britain, about 20 percent, China, 18 percent, and Italy and Spain with 8 and 6 percent respectively.

Industry sources emphasize several factors as causing the relative flood of material and resultant price declines. The Italian material, only entering the market this year as of August yet commanding a larger and larger segment, is said to be offered at very low prices. "The Italian material is at such low prices," says one aroma chemicals broker, "that it's putting a crunch on the market."

Another aroma chemicals broker attributes the market climate to all European points of origin, stressing that their competition spilled over into the US market. "One of the major responses to the dollar's decline since mid-1985 was that the Europeans came in and tried to dominate the US market."

This same broker sees the Chinese influence on the benzyl acetate market, though now dwindling due to the lower prices offered from Europe, as important in driving the market to its present state. "China sought US dollars, hard currency, and they priced their product accordingly," he says.

An aroma chemicals importer observes that this situation is no longer the case. "The Chinese have been trying very hard to sell benzyl acetate but find themselves priced out of the market by the European competition." He adds that the Chinese material can be less attractive than other products because of the repackaging often involved; the transference from poor quality drums to standard ones adds a 6 or 7c. per pound cost to the material.

Sources are in agreement concerning end-uses and current inventories. "Demand is not up," says one source, "and no new end-uses are known." An importer concurs: "Because the price is so low it has tempted people to bring in large amounts, but it's more stockpiling of inventories than anything else."

One result of this market climate has been to seriously reduce US production of benzyl acetate. A market analyst notes "the prices on the international market make it unattractive to produce in the US." An indicator of this is Monsanto's discontinuance of

production and sale of operations earlier this year to Harriman & Reimer (CMR 3/10/86).

**ESSENTIAL OILS**

**GERANIUM OIL** — Shipping prices for geranium oil softened last week as a recession of the Egyptian crop hitting the market. Both spot and shipping prices fell.

**PRICES TRENDLINES**  
WEEK ENDING NOV. 21, 1986

**CHANGES/UP**

Alapice, Guatemala, 5c. per lb.  
Cinnamic aldehyde, 5c. per lb.  
Citronella oil, 10-20c. per kilo  
Cumin seed, Iranian, 4c. per lb.  
Laural leaves, Turkish semi-select, 25c. per lb.  
Mace, Siam, 10c. per lb.  
Ocotea cymbarum oil, 10c. per lb.  
Pepper, black, 14-16c. per lb.  
Pepper, white, 5c. per lb.  
Rosemary, 2c. per lb.

**CHANGES/DOWN**

Basil leaves, Egyptian reselected, 4c. per lb.  
Caraway seed, 1-2c. per lb.  
Cassia, Indonesian futures, 1-5c. per lb.  
Geranium oil, \$1 per kilo  
Ginger root, Chinese whole, 2-5c. per lb.  
Peppermint, Egyptian whole, 25c. per lb.  
Peppermint oil, Chinese 50%, 10c. per kilo

**PERFUMES INDEX**

The Perfumes & Flavorings Index reflects the prices of 11 representative materials in this sector and the quantity of each supplied in 1985.

Nov. 21, 1986	71.88
Nov. 14, 1986	71.00
Oct. 17, 1986	71.00
Nov. 22, 1985	71.00

Chemical Prices Start on Page 28

the effects of the larger Egyptian yield a month ago (CMR 10/27/86 p. 37) and new competition between Egyptian and Chinese suppliers is sharpening.

Egyptian geranium oil fell a dollar from \$44.50 per kilo I.O.B. New York to \$43.50 per kilo same basis. The Chinese material also decreased a dollar from \$45.50 per kilo cost and freight New York to \$44.50 same basis.

One essential oils dealer maintains that the softer pricing is due solely to the increased availability of material effected by the Egyptian harvest. "When there is more material available," he says, "growers and sellers will let it go for lower prices." Another essential oils dealer cites the willingness of the Chinese producers to cut prices in order to obtain US dollars, or other hard currency. "The Chinese will cut prices to get the business, they're anxious to get dollars and have been really lowering their prices."

**SEEDS AND SPICES**

**PEPPER** — Black pepper spot prices hit a high for 1986 last week. Malabar, Brazilian and Lampung varieties were quoted at \$2.50 to \$2.87 per pound, an increase of about 15c. per pound. The previous 1986 high was in mid-October when spot prices reached \$2.30 to \$2.30 per pound.

White Muntok has been firming less erratically than the black varieties due to steadier market demand. White hit a year-high last week when spot prices exceeded the \$3.05 per pound level reached in mid-October.

One spice broker says the points of origin are behind the high pepper prices. "Source markets have been raising prices steadily. Supply in the near future, may cause problems because the Indian crop is expected to be smaller than last year's bumper crop. The crop estimates range around 70 per cent of last year's yield. This will have a substantial impact on international markets because roughly half of all the world's pepper grown or export comes from India."

Contributing to this anticipated drop of material, he adds, are rumored but consistent rains will delay the Indian harvest.

**CHEMICAL IMPORTS**

US imports of chemicals and related materials are reported in this section by CFI material. Listings include consignee where possible, container, net weight, name of vessel (in parenthesis), port of origin and date of shipment's arrival in New York or the Port of Newark.

US chemical imports/exports are tabulated monthly in the market reports.

A-B

ACID AMINO UNDECANOIC 80 bbl (126575 lbs) (Sea Land Adventur) Algebras, 10/21.  
ACRYLONITRILE BUTADIENE RUBBER Albe Fwdg 486 lbs (38245 lbs) (New York Maru) Kobe, 10/15.  
AGAR AGAR Altransport 20 dms (2425 lbs) (American Aquarius) Rotterdam, 10/23.  
ALUMINUM OXIDE Tretacher 40 pti (157781 lbs) (Dart American) Bremenhaven, 10/23.  
ALUMINUM PASTE Lunders Segal Color 145 dms (38832 lbs) (Bar Zan) Lehigh, 10/23.  
ANISE SEED Schiff Food Products 240 bgs (28455 lbs) (Bar Zan) Valencia, 10/23.  
ANTIMONY SULFIDE Uil Lines 80 bgs (8258 lbs) (Ever Loading) Hamburg, 10/20.  
ANTIMONY TRIOXIDE General Electric 680 bgs (38228 lbs) (American Aquarius) Rotterdam, 10/23.  
Murexels 1440 bgs (80554 lbs) (American Aquarius) Rotterdam, 10/21.  
ASCORBIC ACID Gyms Laboratories 200 dms (2425 lbs) (Tuhobik) Rijeka, 10/19.  
BARON CARBONATE 10 pkg (22222 lbs) (New York Maru) Kobe, 10/15.  
BARIUM CHLORIDE Amalgamated Metal 680 bgs (37778 lbs) (Bar Zan) Valencia, 10/23.  
BARIUM HYDROXIDE Kail Chemie 680 bgs (0 lbs) (American Resolute) Lehigh, 10/21.  
BARIUM HYDROXIDE MONOHYDRATE Ore & Chemical 700 bgs (38700 lbs) (Tadeusz Kosciuszki) Rotterdam, 10/21.  
BARIUM NITRATE ICD Group 340 dms (39727 lbs) (American Resolute) Lehigh, 10/21.  
BENZYL BENZOATE Rhine Poulenc 30 dms (14749 lbs) (Neung) Santos, 10/18.  
BENZYL CHLORIDE MCI 40 dms (15432 lbs) (American Resolute) Lehigh, 10/21.  
BENZYL CYANIDE Inter Maritime Fwdg 1 ink (43210 lbs) (Ever Loading) Antwerp, 10/20.  
BOTS Santono of America 40 dms (2557 lbs) (New York Maru) Kobe, 10/15.  
BLACK PEPPER Ludwig Mueller 360 bgs (40920 lbs) (Bar Zan) Valencia, 10/20.  
Truwar Commodity Group 280 bgs (31017 lbs) (Bar Zan) Valencia, 10/20.  
Sulfur Ore & Chemical 600 bgs (45809 lbs) (Ever Loading) Antwerp, 10/20.

C-F

CADMIUM PIGMENT Whitaker Clark & Daniels 32 dms (1875 lbs) (Dart American) Rotterdam, 10/23.  
CALCIUM SACCHARIN POWDER Mitsubishi Int'l 50 dms (540 lbs) (New York Maru) Nagoya, 10/15.  
CALCIUM STEARATE Total Port Clearance 120 bgs (543 lbs) (Tadeusz Kosciuszki) Rotterdam, 10/21.  
CAPRIC ACID Robeco Chemicals 12 dms (5475 lbs) (Atlantic Song) Rotterdam, 10/22.  
CARBONIC ACID 5 dms (2271 lbs) (Lars Maersk) Tokyo, 10/19.  
CARPOLACTONE MONOMER 80 dms (39930 lbs) (Han-keung) Kobe, 10/23.  
CERAMIC OIL Ermerk 12 bts (1534 lbs) (Tadeusz Kosciuszki) Bremenhaven, 10/21.  
CARBONUM Trade House 10 bgs (1124 lbs) (Bar Zan) Kobe, 10/23.  
CASTOR OIL EXTRA PALE Polysaether 80 dms (33863 lbs) (New York Maru) Nagoya, 10/15.  
CELESTINE OIL Barri Ship 2 dms (264 lbs) (New Chinese) Menthon, 10/15.  
CELESTINE MENTHON FDL 40 dms (2801 lbs) (American Aquarius) Rotterdam, 10/23.  
CARBONIC ACID FLAKES White Cross Laboratories 350 lbs (1435 lbs) (Suway) Genoa, 10/19.  
CITRIC ACID Omnitrans 380 bgs (40007 lbs) (Tuhobik) Kobe, 10/19.  
1832/1835 lbs (Ever Loading) Antwerp, 10/20.  
1188 bgs (122228 lbs) (Ever Loading) Antwerp, 10/20.  
GALVANIZED IRON 4000 lbs (Zim Genova) Haifa, 10/22.  
CLOVELEAF OIL 20 dms (8818 lbs) (Ming Galaxy) Kobe, 10/23.  
COCCONUT OIL Kadatu Kenya 1 ori (551 lbs) (Tekoradi) Freeport, 10/22.  
4 lbs (142820 lbs) (Stoli Jade) Davos, 10/23.  
3 lbs (327304 lbs) (Stoli Jade) Legaspi, 10/12.  
COOLANT OIL Daniel F Young 6 dms (2778 lbs) (Atlantid Song) Rotterdam, 10/22.  
C/ANINE CHLORIDE Degussa 360 dms (44683 lbs) (Dart American) Bremenhaven, 10/23.  
DETRITE 800 bbs (44533 lbs) (Ever Loading) Rotterdam, 10/20.  
DETROITE MONOHYDRATE Roquette 1152 bgs (11880 lbs) (Atlantic Song) Lehigh, 10/22.  
DIOXANONE 1200 bgs (86748 lbs) (Held) Bremenhaven, 10/19.  
DIBUTYL SULFATE Leyden Customs Expeditors 134 dms (74448 lbs) (Ming Galaxy) Yokohama, 10/23.  
DIBUTYLAMINE 1 ink (39815 lbs) (Held) Rotterdam, 10/19.  
FERRIC AMMON OXALATE Prochimie Int'l 125 pkg (39242 lbs) (Ever Loading) Hamburg, 10/20.

G-I

GUM KARAYA Celanese 260 bgs (29405 lbs) (Bar Zan) Dubai, 10/23.  
Meer 200 bgs (38380 lbs) (Bar Zan) Dubai, 10/23.  
Celanese 240 bgs (38453 lbs) (Bar Zan) Dubai, 10/23.  
Celanese 200 bgs (22519 lbs) (Bar Zan) Dubai, 10/23.  
Colony Imports & Exports 188 bgs (38230 lbs) (Bar Zan) Dubai, 10/23.  
Diamond Shamrock 438 bgs (8112 lbs) (Bar Zan) Dubai, 10/23.  
GUM ROSIN Pine Derivatives Marketing 630 bgs (34722 lbs) (Dart American) Antwerp, 10/23.  
GUM TRACANTH Mory Vandergrift 23 cs (0 lbs) (Held) Hamburg, 10/23.  
HYDROGEN PEROXIDE FMC 216 dms (30022 lbs) (Ever Loading) Lehigh, 10/20.  
HYDROQUINONE Saratogo Fwdg 600 bgs (33863 lbs) (Lars Maersk) Hong Kong, 10/10.  
Mitsui 720 bgs (41023 lbs) (Ming Galaxy) Kobe, 10/23.  
176 dms (44521 lbs) (Ming Galaxy) Kobe, 10/23.  
IRON BLUE PIGMENT Dainichiseika Color & Chem 1200 bgs (52170 lbs) (Ming Galaxy) Yokohama, 10/23.  
ISOPHTHALIC ACID Glidden Coatings & Resins 60 bbs (121862 lbs) (Ever Summit) Lehigh, 10/22.

L-N

L CARVONE American Shipg 30 dms (13228 lbs) (American Astronaut) Santos, 10/23.  
L CYSTEINE HCL ANH Mekko Warehouseing 606 pkg (38257 lbs) (New York Maru) Kobe, 10/15.  
LEMON OIL 30 dms (12688 lbs) (San Martin) Montevideo, 10/20.  
Max Van Pels 27 bts (3036 lbs) (Tuhobik) Bar, 10/19.  
MAGNESIUM CARBONATE Amerbrom 5 pkg (0 lbs) (American Resolute) Haifa, 10/21.  
Serra Int'l 10 pti (22311 lbs) (Held) Hamburg, 10/19.  
MAGNESIUM CHLORIDE Potash Import & Chemical 420 bgs (42939 lbs) (Atlantic Song) Bremenhaven, 10/22.  
MAGNESIUM OXIDE Roussel Pharmaceutical Produ 682 dms (78810 lbs) (Ming Galaxy) Kobe, 10/23.  
MALIC ACID FOOD GRADE Mitsui 770 bgs (38043 lbs) (Ming Galaxy) Kobe, 10/23.  
MARJORAM Ludwig Mueller 475 bgs (18897 lbs) (American Resolute) Alexandria, 10/21.  
MARJORAM LEAVES McCormick 600 bgs (16535 lbs) (American Resolute) Alexandria, 10/21.  
MENTHOL CRYSTALS Sarcom 40 dms (4608 lbs) (American Resolute) Santos, 10/17.  
METHYL CELLULOSE Mitsui 180 dms (22222 lbs) (Ming Galaxy) Yokohama, 10/23.  
METHYL PARABEN 183 dms (22978 lbs) (Zim Genova) Haifa, 10/22.  
METHYLENE DIANILINE Mitsui 20 dms (2381 lbs) (Laust Maersk) Kobe, 10/23.  
Niesho Iwai American 2 dms (247 lbs) (Laust Maersk) Kobe, 10/23.

O-P

O NITROBENZALDEHYDE Nagase America 37 dms (2447 lbs) (Lars Maersk) Tokyo, 10/10.  
ORANGE OIL 125 dms (52835 lbs) (Neutro) Santos, 10/18.  
ORANGE OIL PERA Ungar 80 dms (32805 lbs) (American Astronaut) Santos, 10/23.  
ORTHOPARA TOLUENE SULFONAMIDE Speedway Int'l 700 bgs (38801 lbs) (Hanjin Keelung) Busan, 10/23.  
P-TOLUENE SULFONYL CHLORIDE Rik Chemical 42 dms (0 lbs) (Ming Galaxy) Yokohama, 10/23.  
PARAFFIN PETROLEUM WAX Astro Wax 18 pti (40874 lbs) (American Aquarius) Haifa, 10/23.  
PARAFORMALDEHYDE Coli Chemical 34 bgs (50971 lbs) (Sea Land Adventur) Algebras, 10/21.  
T R America Chemicals 720 bgs (41032 lbs) (Sea Land Adventur) Algebras, 10/21.  
PENICILLIN Laasen Int'l Fwdg 40 dms (6028 lbs) (Dart American) Bremenhaven, 10/23.  
PHENOXY ACETIC ACID 792 bgs (45939 lbs) (Tadeusz Kosciuszki) Bremenhaven, 10/21.  
POLYCARBONATE RESIN Mitsubishi Int'l 820 bgs (34961 lbs) (Ming Galaxy) Kobe, 10/23.  
POLYESTER RESIN RESAPOL 79 bbs (108000 lbs) (American Astronaut) Santos, 10/23.  
POLYSTYRENE RESIN Nagase America 680 dms (22563 lbs) (New York Maru) Tokyo, 10/15.  
POLYTETRAFLUOROETHYLENE Sumitomo of America 72 pti (38084 lbs) (New York Maru) Kobe, 10/15.  
POLYVINYL ALCOHOL Marubeni America 420 bgs (22601 lbs) (Laust Maersk) Kobe, 10/23.  
Mitsubishi Int'l 485 bgs (20459 lbs) (Laust Maersk) Kobe, 10/23.  
POTASH CAUSTIC Takaagui 720 bgs (81098 lbs) (American Aquarius) Rotterdam, 10/23.  
POTASSIUM BICARBONATE Key Fries 400 bgs (11056 lbs) (Ever Loading) Antwerp, 10/20.  
258 pkg (82260 lbs) (Tadeusz Kosciuszki) Bremenhaven, 10/21.

Q-R

QUINQUEM American Pacific Lines 24 dms (0 lbs) (Bar Zan) Valencia, 10/23.  
Quar gum polypro Int'l 3180 bgs (161997 lbs) (Bar Zan) Dubai, 10/23.

POTASSIUM BROMATE Amerbrom 164 dms (0 lbs) (American Resolute) Haifa, 10/21.  
POTASSIUM CARBONATE Key Fries 400 bgs (41056 lbs) (Ever Loading) Antwerp, 10/20.  
POTASSIUM CHLORATE T R America Chemicals 180 dms (47267 lbs) (Sea Land Adventur) Algebras, 10/21.  
POTASSIUM CHLORIDE Potash Import & Chemical 720 pkg (40000 lbs) (Ever Loading) Hamburg, 10/20.  
POTASSIUM CYANIDE Montedison 100 dms (0 lbs) (American Resolute) Lehigh, 10/21.  
POTASSIUM FERROCYANIDE Degussa 720 bgs (39859 lbs) (Dart American) Antwerp, 10/23.  
POTASSIUM FLUOROTITANATE Mitsui 680 bgs (38228 lbs) (New York Maru) Tokyo, 10/15.  
POTASSIUM PERMANGANATE S R Talmour 140 pkg (42823 lbs) (American Aquarius) Rotterdam, 10/23.  
POTASSIUM STEARATE Total Port Clearance 40 bgs (2275 lbs) (Tadeusz Kosciuszki) Rotterdam, 10/21.  
PYRAZOLONE S Bano Shipg 10 dms (1235 lbs) (Ming Galaxy) Kobe, 10/23.  
PYRIDOXINE HYDROCHLORIDE Gyms Laboratories 40 dms (2801 lbs) (Tuhobik) Rijeka, 10/19.

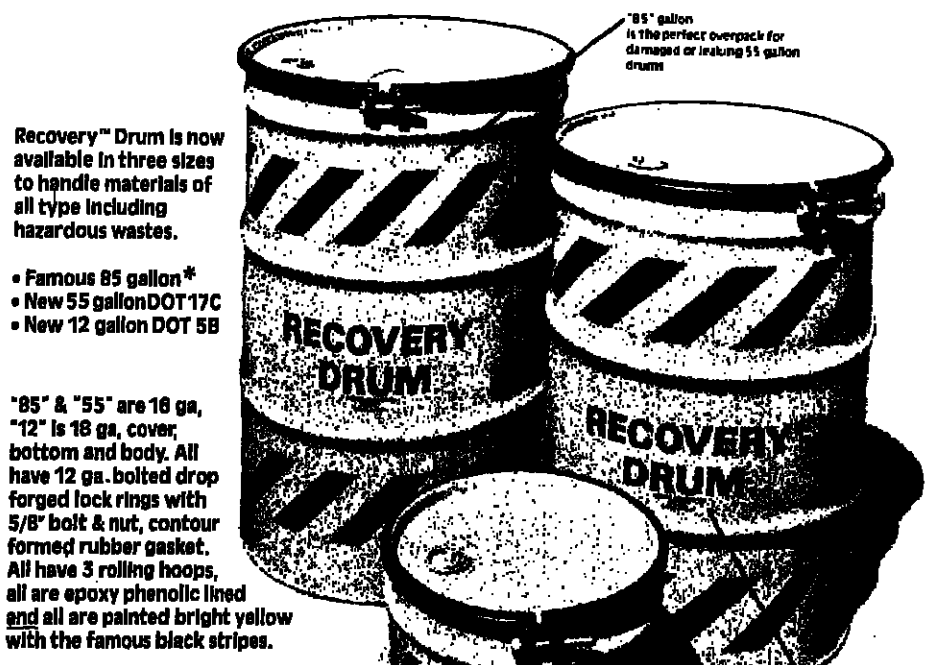
S-T

SALICYLIC ACID Rhine Poulenc 80 cks (21078 lbs) (Neutro) Santos, 10/18.  
SESAME OIL Yl Cheng Tng 900 ctn (37302 lbs) (Ming Galaxy) Keelung, 10/23.  
SODIUM BOROHYDRIDE Saitta Chemicals 72 dms (45873 lbs) (Held) Bremenhaven, 10/19.  
SODIUM CHLORIDE 1 con (38308 lbs) (Ever Summit) Fos, 10/22.  
SODIUM FLUORIDE Mitsui 200 ctn (11188 lbs) (New York Maru) Kobe, 10/15.  
SODIUM FORMALDEHYDE SULFOXYLATE Leyden Customs Expeditors 132 dms (34621 lbs) (Ming Galaxy) Kobe, 10/23.  
SODIUM HYDROXIDE Malinkrodt 336 dms (38185 lbs) (Dart American) Bremenhaven, 10/23.  
SODIUM PERBORATE TETRAHYDRATE Degussa 420 bgs (42483 lbs) (Dart American) Antwerp, 10/23.  
SODIUM PERBUTATE (Dart American) Antwerp, 10/23.  
SODIUM SULPHATE Mitsui 180 dms (22222 lbs) (Ming Galaxy) Yokohama, 10/23.  
SODIUM SULPHATE ANHYDROUS Westco Chemicals 400 bgs (39883 lbs) (American Aquarius) Haifa, 10/23.  
SODIUM TRIPHOSPHATE 144 bbs (183378 lbs) (Zim Genova) Haifa, 10/22.  
SAE 432 bgs (44487 lbs) (Ever Summit) Lehigh, 10/22.  
SODIUM TRIPHOSPHATE GRANULAR Browning Chemical 632 bgs (85583 lbs) (Bar Zan) Lehigh, 10/23.  
SODIUM TRIPHOSPHATE HEAVY GR Boeing Chemical 400 bgs (41711 lbs) (Held) Hamburg, 10/19.  
SORBITOL E M Int'l 720 ctn (87555 lbs) (Atlantic Song) Bremenhaven, 10/22.

U-Z

ULTRAMARINE PIGMENT Whitaker Clark & Daniels 680 bbs (38015 lbs) (Dart American) Rotterdam, 10/23.  
UREA FORMALDEHYDE MOULDING COMP 154 mix (38749 lbs) (Zim Genova) Haifa, 10/22.  
UREA FORMALDEHYDE MOULDING POWDER 1640 bgs (90368 lbs) (Zim Genova) Haifa, 10/22.  
UREA MELAMINE FORMALDEHYDE MOULD 1553 mix (112378 lbs) (Zim Genova) Haifa, 10/22.  
ZINC FORMALDEHYDE SULFOXYLATE Diamond Shamrock 145 dms (38199 lbs) (Ever Loading) Antwerp, 10/20.  
ZINC SULFATE HEPTAHYDRATE United Mineral & Chemical 350 bgs (39630 lbs) (Held) Rotterdam, 10/19.

**Two MORE reasons to use Genuine Recovery™ Drums:**



- Famous 85 gallon\*
- New 55 gallon DOT 17C
- New 12 gallon DOT 55

\*85" and "55" are 16 ga, "12" is 18 ga, cover, bottom and body. All have 12 ga. bolted drop forged lock rings with 5/8" bolt & nut, contour formed rubber gasket. All have 3 rolling hoops, all are epoxy phenolic lined and all are painted bright yellow with the famous black stripes.

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5100 West 67th Street  
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## WEEK ENDING NOVEMBER 21, 1986

This chemical prices section contains spot quotations and/or list prices of suppliers of chemicals and related materials on a New York or other indicated basis. The listings are based on price information obtained from suppliers. Note that posted prices do not necessarily represent levels at which transactions actually may have occurred. They do not represent bid and asked prices, nor a range of prices over the week. Price ranges may represent quotations of different suppliers as well as differences in quantity, quality and location. All matters under this heading are fully covered by copyright.

**An index of weekly chemical market reports is on the back cover.**

[illegible]

2-Amino-2-methyl-1-propanol, 95%, dms., c.l., l.i., f.o.b. works . . .	.95	-
tanks, f.o.b. works . . . . .	.89	-
N.C. . . . .	3.95	-
p-Aminophenol, li. dms., f.o.b. Raeck, N.C. . . . .	7.15	-
p-Aminosalicylic acid, USP, 80-lbs dms., l.i. . . . .	18.60	-
Ammonia, solid, fertilizer, wholesale, tanks, chvd. Midwest termi- nals . . . . .	195.00	170.00
tankcars, c.i., Gulf Coast . . .	80.00	85.00
ion aqueous, 23.4% N, equiv. basis, tanks, frt. equiv. E. of Rock- land (see Ammonium aquosus) . .	260.00	315.00
Ammoniacal liquor (Ammonia aquosus) Ammoniacal gasolventizing grade, bgs., c.l., f.o.b. works . . . . .	100ba	28.80
Ammoniacal sel.-white (see Ammonium chloride com.)	50	-
Ammonium bicarbonate, gran., dms., c.l.	28.00	-
works . . . . .	ib.	-
Ammonium borate powder 15c per lb. higher	-	-
Ammonium bicarbonate, 300-lb. ib.	28.00	-
dms., c.l., works . . . . .	100 ba	28.00
bgs., c.l., l.i., f.o.b. works . . .	2.00	-
Ammonium bichromate, photo-salt grade, gran. 100-lb. dms., l.i., works . . . . .	2.00	-
Ammonium bifluoride, bgs., l.i., works . . . . .	70	-
Ammonium bromide, con. NF, gran. dms., c.l., l.i., f.o.b. works . .	1.31	-
Ammonium chloride, white, tech. fine gran., bgs., l.i., works . . . . .	16.00	-
USP, gran. dms., 100lbs . . .	.40	.53
Ammonium citrate, dibasic, 250-lb. dms. f.o.b. works . . . . .	2.79	-
Ammonium dimolybdate, approx. 85%, 24,000 lbs. or more . .	5.48	-
Ammonium fluoroborate, tech. dms., c.l., l.i., works, frt. equiv. . .	1.79	-
Ammonium hydrogenphosphate, cryst. dms., 24,000 lbs. f.o.b. works . . . . .	5.57	-
Ammonium lauryl sulfate, tanks, f.o.b. works . . . . .	.28	.32
Ammonium lignin, sulfonate, bulk, f.o.b. Naylor Co., Inc. . . . .	72.00	-
Ammonium nitrate, dom. fertilizer grade, 33.5% N, bulk, S.E. divd. . . . .	130.00	135.00
Ammonium oxalate, tech. fine gran. 300-lb. dms., l.i., f.o.b. works . . . . .	1.42	1.68
Ammonium pentaborate gran. bgs., c.l., works . . . . .	.75	-
Ammonium pentaborate powder 20c per lb. higher . . . . .	ib.	-
55-lb. bgs., same basis . . . . .	.58	-
Ammonium phosphate (see Di- and monoammonium phos- phates)	-	-
Ammonium silicofluoride, dms., c.l., works . . . . .	.304	-
Ammonium sulfate, li. gran. bulk, c.i.	80.00	90.00
ion std. cont. bulk, f.o.b. works . .	108.00	70.00
tech. bgs., c.l., l.i., works . . .	108.00	120.00
Ammonium sulfate, liq. 40-45% tanks, 100% basis, frt. equiv. . . .	460.00	-
Ammonium sulfoliphate (see Ammonium thiosulfate)	-	-
Ammonium thiocyanate, tech. cryst. bgs., c.l., works . . . . .	1.02	-
tech. soln. 50%, tanks, frt. equiv. . . . .	.93	-
Ammonium thioacetate, photographic 60%, tanks, f.o.b. works . . .	.13	-
Ammonium zincory boronate, soln., bulk . . . . .	.72	-
Amyl acetate, primary mixed isomers, tanks, divd. . . . .	.57	-
Amyl alcohol, primary mixed isomers, tanks, frt. sold . . . . .	.484	-
Amyl chromic aldehyde, dms. . .	2.35	2.60
Angelical oil, c.i., l.i., f.o.b. works .	9.1	1.03
Anisole oil, dms. . . . .	11.00	-
Anethole, tech. dms. . . . .	10.20	-
USP, dms. . . . .	3.85	4.60
Angelica root oil lots . . . . .	700.00	-
Aniline, tanks, f.o.b. . . . .	.53	.354
Anise oil, dms. . . . .	8.90	-
Anise seed, Chinese, bgs. . . . .	1.40	-
Spanish, bgs. . . . .	1.13	-
Turkish, bgs. . . . .	1.18	-
Anisic aldehyde, dms. dms. . .	ib.	-
O-Anilindim, imp. dms. chvd. .	4.60	5.44
p-Anilindim, imp. std. solid, dms. works . . . . .	2.27	-
flakes, same basis . . . . .	1.90	-
Anthranic acid, purif. 99% min, dms. l.i., frt. sold . . . . .	2.25	-
Antimony (fluoborate), dms., c.l.	ib.	-
dms., l.i., works . . . . .	3.02	-
Antimony metal, bulk, c.i., mines .	1.36	-
Antimony oxide, high-purity, c.i., frt. divd. E. of Rockies . . . . .	1.36	1.51
Antimony trichloride, anhyd., soln. dms., l.i., works . . . . .	1.36	1.51
Apomorphine hydrochloride, NF, bots.	15.00	-
Apricot kernel oil, dms. . . . .	2.65	-
Arabic gum, powd., bble . . . .	1.05	-
spry dried . . . . .	.20	.23
USP dose . . . . .	2.70	.52
Aromatic petroleum solvent (see Solvents, petro- leum, aromatic)	-	-
Arsenic, crude (see Arsenious trioxide)	-	-
Arylid, nrl (see Naphthyl arylid nrl)	-	-
Arsenious trioxide, 98%, bulk, c.i., f.o.b. warehouse . . . . .	.42	.45
Asbestos (see Talc, fibrous)	-	-
Ascorbic acid, USP, 100 kilos divd. . . . .	11.00	-
Ash, bark (see Bark sulfonic acids)	-	-
Asphalt gilsonite, (see Gilsontine)	-	-
Alphalt petroleum cutback, tanks, E. Coast . . . . .	.98	-
emulsion, tanks, tech. dms., c.i.	ib.	-
Coast . . . . .	.88	-
steam-refined, 40-500 penetration, tanks, tankwagons . . . . .	170.00	-
steep roofing grade, bulk tankwag-	175.00	-
Aspirin, USP, cryst. powd., 250- lb. dms., c.i., f.o.b. works . . .	1.98	-
10% starch granulation, white, 250- lb. dm. c.i., f.o.b. . . . .	1.87	-
16% starch granulation, white, same basis . . . . .	2.80	-
Freight equiv. short, identical quantity over standard lot, N.Y., Phila., Midland, Minn., Chicago & Louis . . . . .	ib.	-
Atropine sulfate, USP, bots. . .	10.00	11.00
Avocado oil, dms. . . . .	4.00	4.50
Azelaic acid, tech. 50-lb. bgs., l.i., c.i.	1.23	-
Azo orange, bble, divd. E. of Rockies . . . . .	7.00	5.90
Azo yellow, 10 G bgs., divd. E. of Rockies . . . . .	8.95	-
Azo yellow pigment, bgs., same ba- sis . . . . .	6.85	-

B	Bacitracin, USP, non-sterile, one billion units or more . . . . .	6.30	6.80
Barbitol, NF, 50-kilo dms., c.i. . .	22.60	-	
Barbitol-sulfonamide, NF, 50-kilo dms.	23.00	-	
Bartite, dry-grd., Southern, off-color, coarse, bgs., c.i., f.o.b. mea-ba	29.00	-	
water-grd., white, bgs., c.i.	ib.	-	
f.o.b. works . . . . .	.13	-	
unbleached, extra-fine, pigment grade, c.i., f.o.b. works . . .	180.00	-	
Barium carbonate, prep., bulk, c.i.	.25	-	
works, frt. equiv. . . . .	.25b	-	
bgs., same basis . . . . .	610.00	-	
photo grade, bgs., same basis ton	610.00	-	
Barium chlorate, 100-lb. dms., 1-10 lb. lots, works . . . . .	1.04	-	
Barium chlorite, tech., cryst. bgs., c.i.	470.00	-	
works . . . . .	600.00	-	
anhyd. drume c.i., same basis ton	600.00	-	
Barium chloride, purif., cryst. 400-lb. dms. works . . . . .	3.78	-	
Barium monochloride, 86% bgs., c.i.	48.00	-	
l.i., f.o.b. works . . . . .	100 ba	-	
octahydrate, cryst. bgs., same basis . . . . .	33.00	-	
Barium nitrate, 100-lb. ib. . . .	32.60	-	
100 ba . . . . .	32.60	-	

## THE TERMINOLOGY OF THE CHEMICAL MARKETPLACE

[illegible]

NOTE: A unit-ton is 1 percent of 2,000 pounds of the basic constituent or other standard of the material. The percentage figure of the basic constituent multiplied by the unit-ton price shown in Chemical Abstracts Reporter gives the price of 2,000 pounds of the material.

[illegible]

100-150, trt. aquad.	lb.	59		100-150, trt. trt. aild.	E. of		
trt. dromed.	lb.	.54		light shade, bbls.	same basic	11.33	18.35
100-150, trt. aild.	lb.	8.50	9.95	medium light shade, bbls.	same basic	9.16	12.08
100-150, trt. aild.	lb.	8.50	9.95	medium light shade, bbls.	same basic	10.69	15.20
100-150, trt. aild.	lb.	2.30		medium light shade, bbls.	same basic		
100-150, trt. aild.	lb.	2.30		medium light shade, bbls.	same basic	10.28	14.50
100-150, trt. aild.	lb.	18.50		Cadmium, 20% yellow, 100-150, trt. aild.	E. of		
100-150, trt. aild.	lb.	3.35		Rockies.	lb.	6.10	7.07
100-150, trt. aild.	lb.	3.35		Cadmium fluoroborate, liq. concn.	dims.	2.27	
100-150, trt. aild.	lb.	3.35	3.25	Li, works	lb.		
100-150, trt. aild.	lb.	2.95	3.25	medium light shade, bbls.	same basic	3.22	
100-150, trt. aild.	lb.	44.75		ala.	lb.	3.22	
100-150, trt. aild.	lb.	6.00	5.50	Cadmium-mercury lithopone, maroon shades, trt. aild.	E. of		
100-150, trt. aild.	lb.	6.00	5.50	Rockies.	lb.	4.60	
100-150, trt. aild.	lb.	6.00	5.50	Cadmium metal ingots or sticks, ton lots, cas. dvls.	lb.	1.20	1.8
100-150, trt. aild.	lb.	10.00		Cadmium nitrate, purf. shp. 400-150, trt. aild.	lb.	2.10	
100-150, trt. aild.	lb.	17.20		Cadmium nitrate, purf. shp. 400-150, trt. aild.	lb.	2.10	
100-150, trt. aild.	lb.	16.31	15.50	Cadmium nitrate, purf. shp. 400-150, trt. aild.	lb.	3.97	4.00
100-150, trt. aild.	lb.	10.80		deep shade, bbls.	same basic	4.77	4.50
100-150, trt. aild.	lb.	14.46		medium light shade, bbls.	same basic	4.47	5.80
100-150, trt. aild.	lb.	17.00		light shade, bbls.	same basic	5.27	5.30
100-150, trt. aild.	lb.	15.00	15.45	medium light shade, bbls.	same basic	5.72	5.75
100-150, trt. aild.	lb.	15.00	15.45	medium light shade, bbls.	same basic	6.37	6.40
100-150, trt. aild.	lb.	77		maroon shade, bbls.	same basic	7.47	
100-150, trt. aild.	lb.	.81		Cadmium-selenide lithopone, yellow, all shades, bbls.	same basic	2.97	3.00
100-150, trt. aild.	lb.	20		Cadmium sulfate, 99% pure, 400-150, trt. aild.	lb.	4.05	
100-150, trt. aild.	lb.	6.75		quantity, i.e. shp. pt.	lb.		
100-150, trt. aild.	lb.	7.25	8.05	Caffeine, dm.	USP, gm. crys.		
100-150, trt. aild.	lb.	6.50	7.90	anhyd., powder, 100-150, trt. aild.	lb.	5.60	
100-150, trt. aild.	lb.	180.00	190.00	imp. crys.	10,000 lbs. or more.	5.80	1.70
100-150, trt. aild.	lb.	180.00	190.00	Calamine, USP, dm.	lb.	1.50	1.70
100-150, trt. aild.	lb.	180.00	190.00	Calamine, USP, dm.	lb.	28.90	29.00
100-150, trt. aild.	lb.	180.00	190.00	Calcium acetate, purf. powd.	dims.		

# CHEMICAL PRICES

WEEK ENDING NOV 21, 1986

Calcium carbide, acid, generator size, bulk, c.i., l.o.b., works.....	402.00	-
Calcium carbonate, pulverized, 325-mesh, bgs., bulk, l.o.b. works.....	48.00	-
surries, 54% solids, same base.....	97.00	100.00
72% solids, same base.....	109.27	-
quicklime, gran., ind., bulk, works.....	100.93	-
Calcium carbonate, coated, bgs., c.i., works.....	.0830	1.600
Calcium carbonate, precip., bgs., c.i.....	386.00	446.00
Calcium carbonate, prep. medium, bgs., c.i., works.....	110.00	150.00
precip. dense, bgs., c.i., surface treated, bgs., c.i., works.....	285.00	-
ultrafine, USP, bgs., c.i., works.....	217.00	225.00
Calcium chloride, conc., mg. grade, 80% flake, bulk, c.i., works.....	153.00	-
100-lb. bgs., ol., same base.....	198.00	-
anhyd., 94-97%, lb., yellow c.i., same base.....	217.00	-
80-lb. bgs., c.i., same base.....	278.00	-
brining grade, 80-lb. bags.....	285.00	-
Calcium chloride, liq., 100 percent base, U.I., large.....	95.75	-
45% same base.....	118.00	-
Calcium chloride, USP, gran., 225-lb. dms., U.I., frt. equivl.....	.90	-
Calcium citrate, purifi., 200-lb. dms., 10,000 lbs. or more, l.o.b. works.....	3.82	-
Calcium cyanamide, indus., anhyd., dms., works.....	400.00	450.00
Calcium gluconate, USP powder, U.I., lb.....	1.80	-
Calcium hydroxide, lump, dms., 25-100-lb. lots, works.....	10.50	13.25
Calcium hypochlorite, 100-lb. dms., truckloads ship, E. of Rockies.....	92.40	-
Calcium hyposulfite, dms., bulk, 500-lb. lots, works.....	13.75	14.50
Calcium iodate, FCC dms., l.o.b. works.....	5.50	-
Calcium iodide, 50-kilo dms., l.o.b. works.....	23.65	25.65
Calcium lactate, NF, purifi., 50-lb. drums, dms., 24,000 lbs. or more, l.o.b. works.....	2.00	-
NF, gran., tritrylate, same base; lb. special gran., drid. grade, same base.....	2.10	-
Calcium naphthenate, liq., 4% Ca, c.i., l.o.b. plant, E. of Rockies, sp. d-Calcium pentanoate, USP, 100-500-kilo lots.....	.85	-
d-Calcium pentanoate, food grade, l.o.b. frt. aid., 250 kilos or more.....	12.60	-
d-Calcium pentanoate, calcium chloride complex, feed grade, 160 kilo per hr., l.o.b. frt. aid., 500 lbs. or more.....	8.00	8.50
Calcium phosphate, diacidic, feed grade, 18W% P, bulk, c.i., U.I., l.o.b. works.....	2.75	-
Calcium phosphatide dibasic, feed grade, 18W% P, bulk, c.i., U.I., l.o.b. works.....	228.00	-
Calcium phosphate dibasic, feed grade, USP, bgs., c.i., U.I., works, frt. equivl.....	82.50	-
anhyd., USP, same base.....	71.75	-
derivative grade, same base.....	49.90	-
Calcium phosphate, monobasic, monohydrate, food grade, bgs., c.i., U.I., works, frt. equivl.....	60.50	-
anhyd., food grade, same base.....	54.95	-
tribasic, NF, precip., bgs., c.i., frt. equivl.....	62.50	-
Calcium propionate, dms., 2,000 lbs. or more, l.o.b. frt. aid., 500 lbs. or more.....	.50	.55
Calcium silicate, hydrated, bgs., c.i., works.....	.07	-
Calcium stearate, paint grade (see Wollastonite).	-	-
Camelene, NF, mid pour, 100-lb. c.i., l.o.b. works.....	6.50	-
Camphene chlorinated, 57-68% (see Terephthalene).	-	-
Camphor, monobromated, dms., bgs.....	3.83	3.70
Camphor, sp. grade, 5,000 lbs. or more.....	1.90	-
USP, pour, 165-lb. dms., 5,000 lbs. lots or more.....	2.98	-
syn. est. tabetic acid, 50-lb. lots or more.....	3.50	-
Camphor oil, yellow, 25-lb. dms., white, dms.....	1.55	-
sp. grav., 1.070, dms.....	2.93	2.85
Canesol, NF, indus., dms., lso	17.50	-
Candelline wax, crude, bgs.....	2.10	-
refid. pure, bgs.....	.80	.85
Capric acid, comf. pure, dms.....	.80	.85
Caprylic aldehyde (octylidene C-10) dms., monomer.....	3.95	5.35
Caproactam, monomer, flake, bgs., c.i., lso, shipping point.....	.87	-
melen, tank, same base.....	.85	-
Ceryly alcohol sec. 92-98% tanks, l.o.b. works.....	.35	-
Cerylyl acid, comf. pure tanks.....	.78	-
Cerium (see Pegger)	-	-
Ceraprium oil (see Capaluminum oleoresin).	-	-
Capsicum oleoresin, NF, from domo, pepper, dms.....	11.00	-
NF from African pepper, lb.....	9.00	-
1,000,000 pungency.....	17.00	18.00
Caraway oil, Poland, dms.....	22.00	25.00
Caraway seed, Dutch, bgs.....	.54	.53
Carbon black, furnace, fast extruding (FSF), bulk, c.i., works.....	2125	-
bgs., c.i., works.....	2425	-
general purpose (SAF), works.....	2375	-
bgs., c.i., works.....	2375	-
High abrasion (HAF), high structure, bulk, c.i., works.....	2330	-
low structure, bulk, c.i., works.....	2330	-
Carbon black, low structure, bulk, c.i., works.....	.240	.270
bgs., c.i., works.....	.25	.28
Intermediate-super-abrasion (ISAF).....	.31	.4050
bgs., c.i., works.....	.210	.240
Carbon black of bags, l.o.b. Gulf refineries.....	10.60	10.50
l.o.b. W. coast refineries.....	420.00	-
Carbon disulfide, L.C., l.o.b. works tan	-	-
Carbon tetrachloride, CC, consumm, dms., c.i., frt. aid.....	.36	.31
tech. dms., c.i., frt. aid.....	.24	-
tank transport (min. 4,000 gals.) frt. aid.....	.60.00	2.90
Carboxymethyl cellulose (see CMC).	5.75	-
Cardamon oil, NF, bogs.....	2.90	2.90
Cardamom, druid, Guatemala.....	2.90	-
Cardamum, Guatemala, CC, consumm, Carmine, No. 40, NF, 100-lb. lots or more, drvd.....	135.00	1
Carnauba wax, Pamahyba, No. 1, yellow, bgs., tan lots.....	1.95	-
Casara, No. 1, yellow, tan lots.....	1.75	-
North Carolina, No. 2, refined, bgs., tan lots.....	1.55	-
Carnauba wax, North	-	-
Carroll, No. 3, refined, bgs., tan lots.....	1.10	-
Carroll, No. 3, refined, bgs., tan lots.....	1.30	-
Powdered carnauba wax, 30 to 100 mesh, 200 per lb. higher	-	-
b-Carotene, in vegetable oil, semi-solid suspension, 430,000 A units per gram, 30 lbs. or more, l.o.b. frt. aid.....	32.75	-
b-Carotene, liq. in vegetable oil, 500,000 A units per gram, 33 lbs. or more.....	40.75	-
b-Carotene, drvd, 100,000 A units per gram 50-lb. one lb. d-Carvone, 25-lb. dms., syn.....	28.85	48.00
d-Carvone, 25-lb. dms., syn.....	7.00	1.00
Cascara sagrada bark, bulk.....	1.00	-
Cassia, imp., acid wash, 99% mesh, Australian, edible same base c.i. lso.....	1.45	-
Australian, indus., same base.....	1.385	-
Cassia, imp., acid wash, 99% mesh, 100% mol. wt. dms., frt. aid., 303 mol. wt. dms., frt. aid., 303 mol. wt. dms., frt. aid.....	3.70	-
Cassia, Northi "A" bgs.....	1.08	-
"B" bgs.....	.95	-
Castor oil, China, dms.....	18.50	-
Castor oil, raw, No. 1, Braz. tanks.....	.31	-
USP 5-6 dms.....	.74	-
refid. dms., 5-6 dms.....	.76	-
5-6 dms.....	.76	-
dehydrated, bodied, tanks.....	.74	-
dehydrated, unbodied, tanks.....	.66	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
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Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
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Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....	78% 78%	-
Castor oil, acids dehydrated, dms., lso.....		

# CHEMICAL PRICES

WEEK ENDING NOV 21, 1980

Carbon black, low structure, bulk, c.i.	.lb.	240
bags, c.i. works	.lb.	25
intermediate-super-abrasion	.lb.	270
(SAF)	.lb.	26
bgs, c.i. works	.lb.	28
super-abrasion (SAF), bulk, c.i.	.lb.	31
works	.lb.	30
semi-rubbing (SRR), bulk, c.i.	.lb.	4080
works	.lb.	210
bgs, c.i. works	.lb.	240
Carbon black, thermal, medium, bgs,	.lb.	
c.i. works	.lb.	32
bulk, c.i. works	.lb.	30
carbon black, barge, f.o.b. Gulf re-	.lb.	
fineries	.bbls.	10.50
f.o.b. W. Gulf refineries	.bbls.	10.80
Carbon disulfide, L.S., f.o.b. works	.ton	420.00
Carbon tetrachloride, CP, consuma-	.lb.	
tion, c.i., Int. add.	.lb.	38
tech. dms, 100 lb. drums, c.i.	.lb.	31
tank transport (min. 4,000 gals.)	.lb.	20
Int. add.	.lb.	24
Carboxymethyl cellulose (see CMC)	.lb.	60.00
Cardamom of NF, domestic	.lb.	2.80
Cardamoms, decent, Guatemalan	.lb.	2.80
green, Guatemalan, bgs	.lb.	7.95
Carmaux No. 40, NF, bulk, 100-lb. to-	.lb.	
tons	.lb.	135.00
Carnauba wax, Paranaiba, No. 1, yel-	.lb.	
low, bgs, ton lots	.lb.	1.96
Ceara, No. 1, yellow, bgs, ton	.lb.	1.75
North Country No. 2, mixed, bgs,	.lb.	1.56
ton lots	.lb.	1.75
Carnauba wax, North Country No. 3,	.lb.	
variegated, bgs, ton lots	.lb.	1.10
North Country No. 2, mixed, bgs,	.lb.	
ton lots	.lb.	1.30
Powdered carnauba wax, 20 to 100	.lb.	
mesh, 200 per lb. higher	.lb.	28.85
C-Carotene, 10 mg. per gram, 33 lbs.	.lb.	32.75
per gram, 33 lbs. or more, 1b.	.lb.	40.76
C-Carotene, dry, beads, 10%, 167,000	.lb.	
A units per gram 50.0-lb. cns	.lb.	28.85
d-Carvone, 100 lb. cns, syn.	.lb.	7.00
Cascara, 100 lb. cns, syn.	.lb.	1.00
Cascara aggrade bark, bulk	.lb.	1.45
Cashin, imp. acid-proc., grad. 30-	.lb.	
max. Australian	.lb.	1.365
same basic, c.i., Int.	.lb.	3.70
Australian, same basic	.lb.	1.08
c.i., Int.	.lb.	1.85
Cassella 1003 mixed, 100 lb. cns, Int.	.lb.	31
add. 100% basic	.lb.	74
Casta, Korlini "A" bgs	.lb.	78
"B" bgs	.lb.	76
Cassia of Chinese, dms	.lb.	1.66
USP 5-9 dms	.lb.	74
refined, food, 5-9 dms	.lb.	78
raw, 5-9 dms	.lb.	76
dehydrated, food, 5-9 dms	.lb.	74
dehydrated, unboxed, tank	.lb.	66
Castor oil, acids dehydrated, cns	.lb.	1.10
hydrolic acid	.lb.	79½
Castor seeds, 100 lb. cns, Int. add.	.lb.	154.00
(L.S., Miami, Fla.)	.lb.	18.00
Castorwood, nat. cns	.lb.	11.00
syn. cns	.lb.	18.00
Catechu, 100 lb. cns, Int. add.	.lb.	7.93
tech. bgs, L.S. same basic	.lb.	7.93
Catnip plant (see Peppermint, sautic)	.lb.	
Catnip seeds (see Soda, sautic)	.lb.	
Cedarleaf oil, dms	.lb.	17.50
Cedarwood oil, Texas, dms, cns	.lb.	1.75
Virgin	.lb.	4.75
Cedryl alcohol, dist. dms	.lb.	6.25
Cedryl acetate, dist. dms	.lb.	4.25
Celery seed, cns	.lb.	48
Celery seed oil, cns	.lb.	37.00
Cellulose acetate, 100 lb. cns, Int.	.lb.	
add. E	.lb.	1.30
Cellulose acetate butyrate, powder,	.lb.	
7% butyl content, bgs, L.S.	.lb.	1.75
add. E	.lb.	1.61
30% butyl content, bgs, add. E	.lb.	1.69
50% butyl content, bgs, add. E	.lb.	1.81
70% butyl content, bgs, add. E	.lb.	1.93
Cellulose gum, high vis., bgs	.lb.	
20,000-lb. lots or more works	.lb.	1.60
Cell. Hopewell, Va.	.lb.	1.60
sid. low carbon, 100 lb. cns, Int.	.lb.	1.80
L.S., (L.S., Hopewell, Va.)	.lb.	1.60
Cerium concentrate in CeO <sub>2</sub> , 50 lbs.	.lb.	5.35
Cerium hydride 90% CeO <sub>2</sub> cns	.lb.	1.40
acid	.lb.	1.30
77% CeO <sub>2</sub> , cns, works	.lb.	4.20
Cerium oxide, optical grade, bgs, 50-	.lb.	
lb. lots or more, add.	.lb.	1.85
Cetylalcohol, 100 lb. cns, add. E	.lb.	38½
Chalk (see Calcium carbonate)	.lb.	
Chamomile flowers, Hungarian, ca.	.lb.	4.25
Roman, ca.	.lb.	4.94
Cherry, 100 lb. cns	.lb.	7.70
Chromic acid, base, Egyptian	.lb.	546.00
blue, Hungarian	.lb.	370.90
Chromopigment of NF, cns	.lb.	15.00
Chicago acid, 100 lb. cns, add.	.lb.	19.50
Chisel (see Peppercorn)	.lb.	
Chloroacetic anhydride, tech. dms, L.S.	.lb.	
works	.lb.	1.30
Chlorinated paraffine	.lb.	48
bulk, dist. Zone 1	.lb.	48½
60% chlorine, same basic	.lb.	48
70% chlorine, same basic	.lb.	48½
Chloroform, 100 lb. cns, Int.	.lb.	89
Chloroform, 200 lb. cns, Int.	.lb.	89



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cm. .... lb. .86

..... B. .92

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**RIGGING/DISMANTLING  
DEMOLITION/ASBESTOS REMOVAL**

WE ARE EXPERTS AT DISMANTLING, REERECTION, RIGGING DEMOLITION AND ASBESTOS REMOVAL WITH TERRIFIC REFERENCES BOTH NATIONALLY AND INTERNATIONALLY.

CALL US TODAY FOR A QUOTATION ON YOUR CURRENT NEEDS OR ADD US TO YOUR BIDDERS LIST FOR ANY FUTURE PROJECT (201) 390-9550

## DRYERS

**Drum Dryers/Flakers**

(1) 24" dia. x 36' Builvac SS dble. drum dryer  
(2) 32" dia. x 108' Builvac SS dble. drum dryer  
(3) 32" dia. x 178' Builvac SS dble. drum dryer  
(4) 32" dia. x 178' Builvac SS dble. drum dryer  
(5) 32" dia. x 178' Builvac SS dble. drum dryer  
(6) 32" dia. x 178' Builvac SS dble. drum dryer  
(7) 32" dia. x 178' Builvac SS dble. drum dryer  
(8) 32" dia. x 178' Builvac SS dble. drum dryer  
(9) 32" dia. x 178' Builvac SS dble. drum dryer  
(10) 32" dia. x 178' Builvac SS dble. drum dryer

**Fluid Bed**

(1) 60 Kp. Aeromatic, Batch, 8'x5', 55,000  
(2) 100 Kp. Aeromatic Model ST 100, sanitary  
(3) 100 Kp. Aeromatic Model ST 100, sanitary  
(4) 100 Kp. Aeromatic Model ST 100, sanitary  
(5) 100 Kp. Aeromatic Model ST 100, sanitary  
(6) 100 Kp. Aeromatic Model ST 100, sanitary  
(7) 100 Kp. Aeromatic Model ST 100, sanitary  
(8) 100 Kp. Aeromatic Model ST 100, sanitary  
(9) 100 Kp. Aeromatic Model ST 100, sanitary  
(10) 100 Kp. Aeromatic Model ST 100, sanitary

**Holoflites**

(1) Western Precipitation Model P8050-A, twin screw, 12" dia. x 20' long, SS constr., jacket, rated 15 psi, complete with 7.5 HP variable speed drive.  
(2) New/Used Joy Processor, CS, single screw, 16" x 16" long, rated 110 psi @ 340° F. sprocket & chain drive with 1.5 HP variable speed drive.

**Rotary Vacuum**

(1) 200 Cu. Ft. Stokes, SS constr., compit.  
(2) 165 Cu. Ft. Pfaudler, Double Cone, 8' x 30' x 180 psi, 1.5 HP variable speed drive  
(3) 165 Cu. Ft. Pfaudler, Double Cone, 8' x 30' x 180 psi, 1.5 HP variable speed drive  
(4) 165 Cu. Ft. Pfaudler, Double Cone, 8' x 30' x 180 psi, 1.5 HP variable speed drive  
(5) 165 Cu. Ft. Pfaudler, Double Cone, 8' x 30' x 180 psi, 1.5 HP variable speed drive  
(6) 165 Cu. Ft. Pfaudler, Double Cone, 8' x 30' x 180 psi, 1.5 HP variable speed drive  
(7) 165 Cu. Ft. Pfaudler, Double Cone, 8' x 30' x 180 psi, 1.5 HP variable speed drive  
(8) 165 Cu. Ft. Pfaudler, Double Cone, 8' x 30' x 180 psi, 1.5 HP variable speed drive  
(9) 165 Cu. Ft. Pfaudler, Double Cone, 8' x 30' x 180 psi, 1.5 HP variable speed drive  
(10) 165 Cu. Ft. Pfaudler, Double Cone, 8' x 30' x 180 psi, 1.5 HP variable speed drive

**Spray**

(1) 30"x3" Bowen Laboratory w/3' cone bottom, SS constr., w/centrifugal atomizer, 3 HP blower & motor.  
(2) 30"x3" Bowen Laboratory w/3' cone bottom, SS constr., w/centrifugal atomizer, 3 HP blower & motor.  
(3) 30"x3" Bowen Laboratory w/3' cone bottom, SS constr., w/centrifugal atomizer, 3 HP blower & motor.  
(4) 30"x3" Bowen Laboratory w/3' cone bottom, SS constr., w/centrifugal atomizer, 3 HP blower & motor.  
(5) 30"x3" Bowen Laboratory w/3' cone bottom, SS constr., w/centrifugal atomizer, 3 HP blower & motor.  
(6) 30"x3" Bowen Laboratory w/3' cone bottom, SS constr., w/centrifugal atomizer, 3 HP blower & motor.  
(7) 30"x3" Bowen Laboratory w/3' cone bottom, SS constr., w/centrifugal atomizer, 3 HP blower & motor.  
(8) 30"x3" Bowen Laboratory w/3' cone bottom, SS constr., w/centrifugal atomizer, 3 HP blower & motor.  
(9) 30"x3" Bowen Laboratory w/3' cone bottom, SS constr., w/centrifugal atomizer, 3 HP blower & motor.  
(10) 30"x3" Bowen Laboratory w/3' cone bottom, SS constr., w/centrifugal atomizer, 3 HP blower & motor.

## CENTRIFUGES

(1) Delaval BRP 306, SS, 20HP  
(2) Unus Model S-10 Potbelly, Alloy 20  
(3) Sharples AS-26, 316SS  
(4) Sharples AS-26, 316SS  
(5) Alfa-Laval SS Decanter, Horiz., Mdl. N314  
(6) Dorr Oliver Mdl. CH50 CSU "Marco," 316SS contacts, 150 HP  
(7) Baker Perkins S-32 "Pusher Type," SS, 50 HP  
(8) Bird 18" x 28", 316 ELC, contour bowl.  
(9) Bird 24" x 36", 316SS, 40 HP  
(10) Sharples P-3000, 316SS, 30 HP  
(11) Sharples P-1000, SS 20HP  
(12) Unus Bird 36 x 96, 317L SS  
(13) 40" x 20" Tolbert centrifuge, Kynar lined, part. basket  
(14) Tolhurst 48" x 24" perf. basket, 316SS sanitary, auto. plow & discharge, rated 55 psi @ 900 RPM, 20 HP XP.  
(15) Tolhurst 48" x 24" Batchmaster, 316SS, perf. basket, w/hydr. plow & 20 HP hydr. drive  
(16) Tolhurst 48" x 24" Batchmaster, rubber lined, perf. basket, w/hydr. plow & 20HP hydr. drive  
(17) Tolhurst 48" x 24" Batchmaster, Hastelloy lined, perf. basket, w/hydr. plow & 20 HP hydr. drive  
(18) Western states 48" x 24", 316 SS  
(19) Fletcher 48" x 28" Suspended type, SS perf. basket, 20/10 HP  
(20) Sharples Formed 48" x 30", 316SS, perf. basket, 40 HP XP  
(21) Alfa Laval Model MAPX 210 T24, SS wetted parts  
(22) Sharples C-27, 316 SS, wetted parts, 40 HP  
(23) Sharples C-20, Super-D-Hydrator, SS, 30 HP  
(24) Dorr Oliver Marcone Sorensen Model C-400 X2, all SS, twin screw disch., 10 HP

PARTIAL LISTING ONLY

## RIGGING DISMANTLING RE-ERECTION DEMOLITION

SAVE SAVE **IDM** SAVE SAVE

## LIQUIDATION OF 160MM #/YR. SODIUM TRIPOLYPHOSPHATE PLANT-KEARNY, NEW JERSEY

1-8' dia. x 50' Bartlett Snow Rotary Dryer, SS, 100 HP.  
1-8' dia. x 50' Louisville Steamtube Rotary Dryer, SS clad, 40 HP.  
1-11'6" x 70' lg. Bartlett Snow Calciner, 316SS, 1100°C., complete.  
1-11'6" dia. C.E. Raymond Separator, single whizzer, CS constr.  
1-24,000 Gal. Mix Tank, SS constr., 16' dia. x 16', 20 HP.  
1-20,000 Gal. Storage Tank, SS constr., 16' dia. x 14'.

BUY DIRECT FROM PLANT SITE AND SAVE!!!  
CALL FOR COMPLETE DETAILS.

## EVAPORATORS

(1) 1 Sq. Ft. Arlicon "Kontor" Multi-Effect, 316SS  
(2) 1.4 Sq. Ft. Luma Thin Film, 316SS, 1.5 HP  
(3) 1.4 Sq. Ft. Luma Thin Film, 316SS, 1.5 HP  
(4) 1.4 Sq. Ft. Luma Thin Film, 316SS, 1.5 HP  
(5) 1.4 Sq. Ft. Luma Thin Film, 316SS, 1.5 HP  
(6) 1.4 Sq. Ft. Luma Thin Film, 316SS, 1.5 HP  
(7) 1.4 Sq. Ft. Luma Thin Film, 316SS, 1.5 HP  
(8) 1.4 Sq. Ft. Luma Thin Film, 316SS, 1.5 HP  
(9) 1.4 Sq. Ft. Luma Thin Film, 316SS, 1.5 HP  
(10) 1.4 Sq. Ft. Luma Thin Film, 316SS, 1.5 HP

## FILTERS

**Pressure Leaf**

1-582 Sq. Ft. 316ELC, Hercules, 28 leaves  
1-512 Sq. Ft. 316SS, Niagara, 21 leaves  
1-400 Sq. Ft. R/L Sparkler  
1-327 Sq. Ft. 304SS, Ind. Filter, 11 leaves  
1-320 Sq. Ft. Durco 316 SS, 11 Leaves  
1-259 Sq. Ft. Pronto Mdl. #2259, 75 psig  
1-200 Sq. Ft. SS, Hercules, Horiz.  
1-191 Sq. Ft. Enzinger, SS, Vert., 75 psi  
1-157.64 sq. Ft. Sparkler model 55-5-28, 316SS  
1-150 Sq. Ft. Horiz., 12 Vert. Leaf 316SS  
1-135 Sq. Ft. Nl. Bowser, Vert.  
1-35 Sq. Ft. Hercules Model 5, 316 SS, horiz. tank vert. leaves 50 psi  
1-Sparkler Mdl.#18 D 12, SS constr.  
1-Sparkler Mdl.#18 D 4, constr.  
1-Sparkler Mdl.#33S 28, constr.

## Rotary Vacuum

1-58.5 Sq. Ft. K.S. Inconel 800  
1-58.5 Sq. Ft. K-S 316SS, flexibelt disch.  
1-87.92 Sq. Ft. Feline, SS wetted parts, spring disch., 58" dia. x 6' face drum  
1-132 Sq. Ft. Dorr Oliver, 304SS, maxibelt disch.  
1-200 Sq. Ft. Elanco, 316SS, 8'x8' x10', sanit  
1-250 Sq. Ft. K-S 316SS, coil disch.  
1-300 Sq. Ft. Elanco, 316SS wetted parts, precoat type w/knife disch., 10" dia. x 10' drum, compit. w/control panel & aux. equipment  
1-314 Sq. Ft. Elanco, precoat disch., 316SS  
1-400 Sq. Ft. Elanco, CS, Precoat  
1-600 Sq. Ft. Elanco, 316SS, belt disch.  
1-3'x1' 316SS, knife disch.  
1-3'x1' Dorr Oliver, FRP w/receiver & Nash H4 vac. pump, 10 HP  
1-3'x1' K-S comp. sys., 316 SS Flex-belt disch.

## COFFEE PLANT LIQUIDATION

(1) Mdl. #0480-6 Fltmill w/16 HP motor, on stand.  
(2) Mdl. #0480-6 Fltmill w/16 HP motor & 2 HP on stand.  
(3) Mdl. #0480-6 Fltmill w/16 HP motor & 2 HP on stand.  
(4) Mdl. #0480-6 Fltmill w/16 HP motor & 2 HP on stand.  
(5) Mdl. #0480-6 Fltmill w/16 HP motor & 2 HP on stand.  
(6) Mdl. #0480-6 Fltmill w/16 HP motor & 2 HP on stand.  
(7) Mdl. #0480-6 Fltmill w/16 HP motor & 2 HP on stand.  
(8) Mdl. #0480-6 Fltmill w/16 HP motor & 2 HP on stand.  
(9) Mdl. #0480-6 Fltmill w/16 HP motor & 2 HP on stand.  
(10) Mdl. #0480-6 Fltmill w/16 HP motor & 2 HP on stand.

FOR ADDITIONAL INFORMATION-CALL IDM TODAY...

MANY MORE ITEMS IN STOCK-CALL IDM TODAY!

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**EQUIPMENT WANTED**  
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WE WILL PURCHASE INDIVIDUAL ITEMS OR COMPLETE PLANTS.  
CALL OUR OFFICE TODAY. TOP DOLLARS PAID. NO DEAL TOO BIG OR TOO SMALL.

**GLASS...GLASS...GLASS**  
WE ARE GLASS SPECIALISTS WITH A TREMENDOUS INVENTORY INCLUDING UNUSED, USED AND LABSSED ITEMS. OUR SHOP PERSONNEL ARE FULLY TRAINED TO HANDLE GLASS.

## REACTORS

**Glass Lined**

4,000 Gal. Pfaudler, 100/90 psi, TW  
4,000 gal Pfaudler, 50/30 psi  
3,700 gal Glascoate, 80 & 90 psi  
3,000 gal Glascoate, 50 & 75 psi  
3,000 gal Pfaudler, 75/50 psi  
2,000 gal Pfaudler, 75/50 psi  
1,000 Gal. Pfaudler, 100&FV/50 psi, 4RW  
1,000 Gal. Pfaudler, RA60 Series, 100 FV/90 psi, 4RW  
1,000 Gal. Pfaudler, RA60 Series, 100 FV/90 psi, 4TW  
800 Gal. SS clad, 60/60 psi  
750 gal. DeDietrick, Phils drive  
500 Gal. Pfaudler, 100&FV/50 psi, M drive

**Stainless Steel**

4,000 Gal. 316SS, Atmos./50 psi, without  
3,000 Gal. 347SS Blaw Knox, 100/50 psi  
2,500 Gal. 316 SS, 75/75 psi, 150 psi int. coil  
2,000 Gal. Nooter Autoclave, 316L 2000 psi, FV int. coils  
2,000 Gal. Dusenberry, 316 SS, 150 psi FV int., 50 psi jkt.  
1,750 Gal. 316SS Nolta, 1457/50 psi  
1,500 Gal. 304SS, 10 HP Lightnin  
1,500 Gal. 304 SS, 100/30 psi  
1,000 Gal. 304SS, 250/50 psi  
1,000 Gal. 316SS, 60/75 psi jkt  
1,000 Gal. 316 SS, 15 & FV/50, 10 HP  
1,000 Gal. 316 SS, 150/30 10 HP  
750 Gal. 316SS, 5 & FV/50 psi  
750 Gal. 304SS, 50/60 psi  
600 Gal. 316SS, 300psi, 10 HP  
600 Gal. SS, 60 psi, 1.5 HP XP  
500 Gal. 316SS, 55 & FV/55 psi  
450 SS, 60/75 psi  
100 Gal. 316SS, 15/50 psi  
100 Gal. 316ELC SS, 500/50 psi

\*\*\* SPECIAL OFFER \*\*\*  
4-DRAIS SAND MILLS, TYPE P-30  
STS-DDA, MANUFACTURED 1924-43  
PRICED TO SELL • CALL FOR DETAILS

## MIXERS

4.5 Gal. Kneader Master Conf., SS w/jkt.  
5 Gal. AMK 304SS Jcktd. Kneader Extruder  
15 Gal. W.C. Reasco Sigma Blade Dbl. am  
25 gal. Reasco DBL/Arm Sigma Blade Jckd. SS  
construction 15 H.P.  
80 Gal. Hookmeyer Pony, SS contacts, 7.5 HP  
varispeed  
100 Gal., SS, Sigma Blade, Jcktd., 40 HP  
200 gal. W-P CS dble arm Sigma blade, 20 HP  
250 gal. AMK Kneader Extruder, Sigma  
Blades, CS construo, 40 psig, rough jkt.  
500 liter Welax hi intensity, SS constr. jkt.  
600 Gal. S-W Rubber Cement, CS, 5-10 HP  
motors (2)  
Unused 1000 Gal. Sanitary 316SS B-K Dbl. Blade  
Change Can, 100&FV/105 PSI, 125HP  
Littleford Model FKM-8000, SS  
Littleford Model FKM-2000, SS  
Littleford Model FKM-1000, SS w/chopper  
7 Cu. Ft. 304SS Nautia Model MDX-70  
10.8 Cu. Ft. Nautia D-105, CS  
Welding Eng. Model 2FV125 Twin Motor  
Extruder, SS, Contacts, 150 PSI  
Koehring mdl. 350, 40 HP  
NEW/NEVER USED 75/50 HP Nooter  
Dispenser

PLUS LOTS - LOTS MORE

**LICENSED ASBESTOS  
REMOVAL**  
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TELEX: 642-863

# ME SELECT used machinery

## STRONG SCOTT SOLIDAIRE DRYERS



Mdl SJS-24-16, 24" dia x 16' lg, 304 S/ST, dimple jacket, 50 HP vari  
drv.  
Mdl SJS8X523, 8" dia x 52" lg, Inconel, jacketed, pilot size.  
Mdl SJI-42-22, 42" dia x 22' lg, Incoloy 800 w/carbon steel jacket, -  
100 HP exp prf mtr. (2)  
Mdl SJI-54-32, 54" dia x 32' lg, Incoloy 800 w/carbon steel jacket,  
125 HP exp prf mtr. (2)

## EIMCOMET ROTARY VACUUM PRECOAT FILTERS

8' dia x 8' wd, S/ST, system includes  
drives, vacuum pump & receiver.

TWO AVAILABLE  
**EIMCO BELT FILTER**  
8' x 8', S/ST, w/polypropylene belt.  
TWO IN STOCK

## MILLS

Raymond roller mills, 316 SS, 150 HP  
Raymond roller mills, 316 SS, 150 HP  
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Raymond roller mills, 316 SS, 150 HP  
Raymond roller mills, 316 SS, 150 HP  
Raymond roller mills, 316 SS, 150 HP  
Raymond roller mills, 316 SS, 150 HP  
Raymond roller mills, 316 SS, 150 HP  
Raymond roller mills, 316 SS, 150 HP

**WESTFALIA CENTRIFUGE**  
Type SB80-06-177, SST,  
w/7 HP DRIVE.  
NEW 1981



# MACHINERY and EQUIPMENT CORP.

PO BOX 7632 - SAN FRANCISCO, CA 94120  
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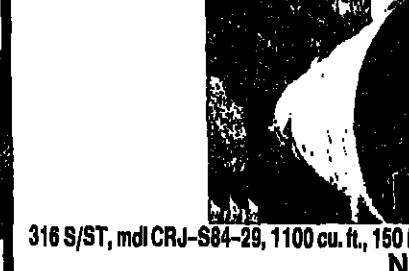
## WEIGMAN & ROSE INCONEL REACTORS

850 gallon, 150 PSI internal,  
jacketed & cooled w/turbine agitator.  
THREE AVAILABLE

## FILTERS

Raymond roller mills, 316 SS, 150 HP  
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Raymond roller mills, 316 SS, 150 HP

## STRONG SCOTT ROTARY VACUUM CONTINUATOR DRYER



316 S/ST, mdl CRJ-S84-25, 1100 cu. ft., 150 HP drive, 550 sq. ft. of heat transfer area, 84" dia x 29' lg.  
NEW 1986

## RAYMOND ROLLER MILLS

(3) Raymond high side roller mills, mdl  
5057, double whizzer separator, fan,  
feeder, cyclone, duct work & bucket  
elevator.

## FLUID BED DRYER

Jeffrey fluid bed dryer, 5'x20', 304 sanitary  
construction, complete installation  
including fans, dust collector, S/  
ST scrubber & controls.

## WYSSMONT DRYER

Mdl N-22, 8' dia trays 22 high, w/S/ST contact  
parts. May be shipped in one piece, steam  
heated.

## ROTO LOUVRE DRYER

Mdl 900-32, 9' dia x 32' lg, steam heated, 30 HP  
motor, all fans & Flex-Clean dust collector

## INDUSTRIAL PRESSURE LEAF FILTERS

(1) 800 sq. ft. & (1) 200 sq. ft. Rubber lined  
tank, quick opening pneumatic door,  
retractable tank assembly.  
SAN FRANCISCO STOCK

## SHARPLES P3400 DECANTER

Mdl 70-3400-384, 316 S/ST, unitized  
on stand.  
SAN FRANCISCO STOCK

## BIRD DECANter CENTRIFUGES

40"x60", 316 S/ST, 15/30 deg. contour bowl,  
100 HP drive.  
EXCELLENT CONDITION-10 IN STOCK

## WYSSMONT TURBO DRYER

Mdl L-12, S/ST, steam heated, 48" dia S/ST trays & slides, w/wheeler controls, radiator & feed system.

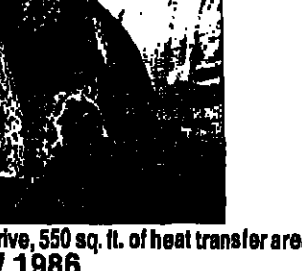
## DRYERS

-Apron, Proctor Schwartz, 8' x 46', S/ST.  
-Apron, Proctor Schwartz, 8' x 20'.  
-Double drum, 42" x 120", vacuum.  
-Double drum, Blaw Knox, 36" x 72", S/ST rolls.  
-Fluid bed, S/ST, Carrier, continuous, 22" x 14'.  
-Mixer, vacuum, conical, Paul O. Abbe, 13 cu. ft.  
-Rotary, 10' x 40', 304 S/ST, 3/4" thick sh.  
-Rotary, 8'x40', Aeroglide, carbon steel, gas.  
-Roto Louvre, mdl 1003-36, 10'3" x 36", 50 HP.  
-Rotary, vacuum, Strong Scott, Continuator.  
-Rotary, vacuum, Strong Scott, Solidaire, Incoloy  
800, (2)  
-Rotary, vacuum, Strong Scott, Solidaire, SJI-42-22,  
Incoloy 800, (2)  
-Rotary, vacuum, Solidaire, 42" x 28', carbon steel.  
-Rotary, vacuum, Patterson Kelley, 1 cu. ft., S/ST.  
-Tray, Stokes, mdl 38-4, 5 trays, 28" x 34", S/ST.  
-Tray, Stokes, mdl 128-J, carbon steel.  
-Spray, Niro, atomizer, lab sz, 2'7" x 2'7", (2)  
-Wysmont, turbo, mdl L12, 12 - 40" dia S/ST trays.

## EIMCO HORIZONTAL BELT

2' x 5', S/ST w/poly belt, complete system  
w/vacuum pump & drive.  
2' x 8', S/ST w/poly belt, complete system  
w/vacuum pump & drive.

## STRONG SCOTT ROTARY VACUUM CONTINUATOR DRYER



316 S/ST, mdl CRJ-S84-25, 1100 cu. ft., 150 HP drive, 550 sq. ft. of heat transfer area, 84" dia x 29' lg.  
NEW 1986

## CENTRIFUGES

Raymond roller mills, 316 SS, 150 HP  
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## WYSSMONT TURBO DRYER

Mdl L-12, S/ST, steam heated, 48" dia S/ST trays & slides, w/wheeler controls, radiator & feed system.

## SHARPLES P3400 DECANTER

Mdl 70-3400-384, 316 S/ST, unitized  
on stand.  
SAN FRANCISCO STOCK

## BIRD DECANter CENTRIFUGES

40"x60", 316 S/ST, 15/30 deg. contour bowl,  
100 HP drive.  
EXCELLENT CONDITION-10 IN STOCK

## WYSSMONT TURBO DRYER

Mdl L-12, S/ST, steam heated, 48" dia S/ST trays & slides, w/wheeler controls, radiator & feed system.

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Mdl L-12, S/ST, steam heated, 48" dia S/ST trays & slides, w/wheeler controls, radiator & feed system.



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OVER 13,000 PIECES OF PROCESS EQUIPMENT IN STOCK...CALL TODAY!

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COMPLETE PHARMACEUTICAL/CHEMICAL PLANT



PLANT WAS IN OPERATION THRU APRIL OF 1986  
COMPLETE PLANT EQUIPMENT FOR SALE INCLUDING:  
PILOT...FULL SCALE MANUFACTURING EQUIPMENT, PLANT UTILITIES  
**COMPLETE SYSTEMS**

**CENTRIFUGES**  
ALL 316SS EQUIPMENT COMPLETE WITH CONTROLS, PLOWS, SET UP FOR  
NITROGEN PURGE EACH INDIVIDUALLY MOUNTED  
40" x 24", 40" x 24" SHARPLES SS, HYDRAULIC DRIVE (8)

**VACUUM DRYERS**  
DOUBLE CONE VACUUM SYSTEMS: DEDETHICH G/L, 80 CU. FT.  
PFAUDLER G/L, 70 CU. FT.  
DEVINE 316SS, (1) 30, (2) 70, (2) 90 CU. FT. SYSTEMS  
316SS ROTARY VACUUM DRYER SYSTEMS: (3) 142, (1) 120 CU. FT.  
SHELF: 6 VACUUM DRYER SYSTEMS  
VARIOUS SIZES & MATERIALS OF CONSTRUCTION  
SS & CS ROTARY VAC. DRYERS: 125, 100, 90, 80, CU. FT.

**FILTER PRESSES**  
STAR 10" DIA., 19 & 21 CHAMBERS, SS  
SPERRY 50", 28 & 35 CHAMBERS (4)  
VACUUM BELT EXTRACTORS: 2 EMCO 2' x 12', 316SS VAC. BELT FILTER SYSTEMS  
40 FILTER PRESSES 42" x 48" x 50" POLY PRO. R/L CAST IRON  
4 PASSAVANT MDL. 200 VAC. U-PRESS BELT FILTERS, 250 SQ. FT.

**MILLS**  
BAUERMEISTER TURBOMILL, 40 HP, COMPLETE SYSTEM  
FITZPATRICK MDL. DG DASH 7.5 HP COMMUNISORS 7.5 HP  
FITZPATRICK MDL. DKS012 COMMUNISOR  
ENTOLETER MDL. 5 HP, MDL. M1112G1-23

**OTHER EQUIPMENT... CHILLERS... COMPRESSORS...  
FINE PREVENTION EQUIPMENT... MIXERS... PUMPS...  
DISTILLATION EQUIPMENT**

**REACTOR SYSTEMS**  
GLASS LINED: (1) 3,000, (2) 2,000, (2) 1,000, (2) 500, (2) 300 (1) 200, (1) 130,  
(4) 100, (4) 50, (1) 30, GALLON

ALL REACTORS EQUIPPED WITH TW DRIVES, MECHANICAL SEALS MANY WITH  
VARIABLE SPEED DRIVES, GLASS  
RECEIVERS & GRAPHITE HEAT EXCHANGER  
STAINLESS STEEL 316 & 316 EL: (1) 4,000, (1) 3,000, (3) 2,200, (2) 2,000, (2) 1,300,  
(2) 1,250, (2) 1,100, (7) 500, (2) 300, (1) 10 GALLON

**11 SS JKT. AGIT. KETTLES FROM 750 GAL. TO 5,000 GAL.**

**TANKS/RECEIVERS**  
GLASS LINED RECEIVERS & CHEMSTORS  
(2) 2,000, (10) 1,000 (1) 500, (4) 250, (5) 100, (2) 50 GALLON  
STAINLESS STEEL  
(1) 5,000, (1) 4,000 (1) 3,000, (2) 2,000, (1) 1,000, (1) 800, (7) 500, (1) 300,  
(3) 250, (5) 200, (1) 150, (3) 100, (3) 50 GALLON

**TANK FARMS**  
GLASS LINED: (2) 10,000, (1) 5,000, (2) 2,000 GALLON  
STAINLESS STEEL 316SS & 316 EL: (10) 10,000, (1) 8,000 (3) 7,500, (2) 6,000,  
(3) 5,000 (3) 4,000 GALLON  
KYNAR LINED: 30,000 GALLON  
HERESITE LINED: (1) 10,000 GALLON  
LITHCOTE: (1) 10,000 GALLON  
RUBBER LINED: (3) 10,000 GALLON  
FRP: (1) 12,000 GALLON  
STEEL: (1) 15,000 (1) 8,000, (2) 6,000, (7) 1,000 GALLON

IF YOU ARE BUILDING A NEW CHEMICAL PLANT OR  
EXPANDING A PROCESS YOU MUST VISIT THIS  
LIQUIDATION SITE

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**UPE** TO RECEIVE OUR FREE 300 PAGE ENCYCLOPEDIA OF CHEMICAL PROCESS EQUIPMENT  
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**SPECIAL -**  
750 GAL. 304 SS READCO MIXER SIGMA  
SHARPLES SS MODEL P-3400 CENTRIFUGE (3)  
8MP ROSENBLUM (NUTSCHE TYPE) 316 SS FILTER  
**2 - POWDERED COATING PLANTS**  
Fine grinding lines  
Spray drying lines  
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Packaging systems  
Full laboratory  
Equipment installed and can be  
operated in place - All equipment  
New 1980's - We will sell/rent/lease.  
Call for further details

**ALABAMA PLANT LIQUIDATION**  
(3) 290 CU. FT. 316 SS HOT. VAC. DRYER SYSTEMS  
10' x 14' EMCO ROT. VAC. FILTER  
NASH MODEL H9 VAC. PUMP W/FULLER V300 VAC.  
BOOSTER PUMP  
REACTORS:  
100FV/150FV JKY  
(4) 3,000 GAL. 316 SS 60/30 HP AGIT. 100 PSI INT.  
W/COILS  
(1) 3,000 GAL. SS 30 HP, 61 W, 100 PSI INT. W/COILS  
(2) 2,000 GAL. 316 L SS, 75/200 PSI JKT  
TANKS:  
15,000 GAL. 316 LSS AGIT. 100PSI 28"  
5,500 GAL. MONEL VERTICAL (3)  
3,000 GAL. MONEL VERTICAL  
2,200 GAL. MONEL VERTICAL (2)  
4,000 GAL. G/L PFAUDLER CHEMSTOR 30 PSI  
SS HEAT EXCHANGERS FROM 100 TO 500 SQ. FT.  
MANY MISC ITEMS

**2 INDUSTRIAL SITES AVAILABLE**  
Niagara Falls/New York Area  
700,000 Sq. Ft. Buildings... 50 acres of land  
750,000 Sq. Ft. Buildings... 35 acres of land  
Plants manufactured Carbon Electrodes  
Equipment Highlights:  
5 Model 5057 Raymond HI-Side Roller Mills in operation till Sept. 1986  
40 High-Intensity CS jkt. mixers similar to Littleford's  
Electrical sub stations and switch gear  
Dust Collectors and Material Handling Systems  
Carbon Extrusion Extruders / 75", 40", 30", & 22"  
84" Lathes... Now in 1974

14000 Ton United Hydraulic Downstroke forging & forming press  
Complete vertical Autoclave System... 13' dia x 26'4", 347 SS, 150 psi  
& O.1 MM vac. & @ 700°F  
Complete in plant Railroad... flat cars/hopper cars/locomotive  
**UPE WILL SELL/RENT/LEASE COMPLETE  
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TACT: RON GALE FOR DETAILS 609-443-4545**

**SYNTHETIC GAS PLANT**  
250,000,000 CU. FT./DAY  
COMPRISED OF TWO TRAINS ON 60 ACRES OF LAND  
WE WILL SELL ENTIRE FACILITY OR INDIVIDUAL  
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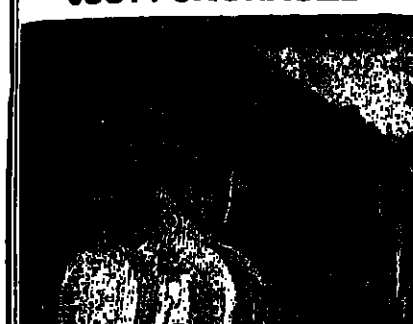
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### JUST PURCHASED



2244-Christal Ribbon Blender, 30 cu. ft., C/S  
diagonal Ribbon Inner & Outer

2249-Genco 10 cu. ft. S/S, jkt. L/S processor  
• Conair Water Chiller, 7.5 ton. (3)  
• Conair mod. 203-1052, 1 1/2", 2 1/2", 4" auger w/  
drives (3)  
• Sparger mod 18511, T304 SS  
• Water 750 gal. reactor, FV/100 lb., jkt. 40 lb., 30  
HP vert dual motion.  
• Water 225 gal. reactor, FV/100 lb., jkt. 40 lb., 10  
HP vert dual motion.  
• Sikes mod. 280 F, 100 ton press.  
2455-Mid Mixer, 250 G, sigma S/S, jkt., vac, 100 HP  
2448-B.P. 100 gal. Sigma, S/S, 110  
2447-Dyna Mill mod. KD200, horiz. (2)  
2446-Pauldr 30 gal. G/L reactor (2)  
2438-B.P. 100 gal. Sigma, S/S  
2440-B.P. 200 gal. Sigma, S/S  
2441-Papannometer 500 gal. Litter Mixer/Collier  
2440-P.K. twin shell blender, 1 cu. ft. 325 lbs/cu. ft.  
US stainless, w/drives 5 HP bar, 1/4 HP main.  
2440-P.K. 1 cu. ft. S/S, 275 lb. density, 30 lb. jkt.,  
vac, 1/4 HP vert speed main, 2 HP bar.  
2314-Sharples #16 Super Centrifuge S/S, 3 HP,  
cooling coils clarifier (2)  
2251-Atlas Copco air compressor, 600 CFM @ 125  
psi, 125 HP (5)  
2186-Gouda Fliker, 4' x 4' stainless steel.  
2185-Gouda Fliker, 4' x 4' stainless steel.  
2234-Christal ribbon mixer, 36 cu. ft. steel jacket,  
7.5 HP, unitized.  
2232-Sheet extrusion line, Produx 4.5", 24-1 L/D, 50  
HP, sheet die, roll stack, Ramco shear.  
2345-ARM Turret Winder, 48-46 w/2 adjusto speed  
motors, 1 HP  
2236-Sheet Coiler, 54" steam heated.

2237-Twin screw extruder (NA Extruder Co), 66 mm, elect.  
heated, 20 HP DC, pellet die, vac pump used 100 hours

1785-AMK 25 gal. Mixer, Sigma, ST 7.5 HP.

1829-J.H. Day 25 gal. Dispenser, 25 HP var. main, 10 HP  
vertical.

2099-AMK 30 gal. S/S, jkt. Sigma, 7.5 HP Main, 6 HP  
screw.

2134-Ross 40 gal. S/S hot oil jkt., Sigma 8" diach. screw.

1826-AMK 50 gal. S/S, jkt., Sigma, 10" diach. screw.

1921-AMK 75 gal. S/S, jkt., Sigma, 10" diach. screw.

1713-AMK 120 gal. S/S, jkt., Sigma, 11.5" screw.

1432-AMK 150 gal. S/S, Sigma 16HP main, 10HP screw

1944-AMK 150 gal. S/S, Sigma, 60HP main, 10HP screw

2010-AMK 150 gal. S/S, Sigma, 15 HP/10 HP

50027-New Aaron 300 gal., T304SS, mix extruder, Sigma,  
R/L, up to 200 HP main, 75 HP hyd. screw,  
STILL INSTALLED... CALL NOW!

94328-Aaron 300 gal. mixer/extruder T304SS, Sigma  
10HP, screw 75 HP hyd. jkt. 200 psi

21360-B.P. 500 gal. Sigma steel, jkt.  
125 psi, 150 HP, Hyd. tilt  
Vee Cover, Excellent Condition  
Call Steve (312) 350-2200

**MIXERS - PLOW**  
50755-Littleford, FKM 6000, SS jacketed, 25 HP.  
20754-Littleford, FKM 30000 SS CF, S/S, full jacket.

1921-New Plow Mixer, 80 cu. ft. 347SS, jacket, 100HP.

2023-Littleford FKM 42000, S/S, 87 cu. ft. JKT.

**MIXER RIBBON**  
2120-Ribbon Blender, S/S, 10 cu. ft., jkt. SS, 180 psi.

2070-Ribbon Blender, 14.7 cu. ft., jkt. SS, 5 HP.

2010-Used Day, 316SS, 23 cu. ft., 5HP.

2010-Ribbon, 25 cu. ft., S/S, jacket, 10 HP.

2025-Hot 24 cu. ft. S/S dbl. ribbon, 5HP (4)

2012-Hase ribbon, 36 cu. ft., S/S, 15HP.

1929-Ribbon Mix 80 cu. ft. T304 SS, 5HP (4)

1956-Hove, 115 cu. ft., sanitary S/S, double spiral ribbon.

2093-Strong Scott blender, 130 cu. ft., 304SS, 26 HP gear  
motor.

2124-Ribbon Blender, 304SS jkt., 180 cu. ft., 30 HP.

2014-Used J.H. Day ribbon, S/S 270 cu. ft., 26 HP.

2114-J.H. Day ribbon blender, S/S clad, 75 HP, 480 cu. ft.

### FILTER PRESSES

1948-Shriver P&F filter press, 12"x12" alum. plates,  
closed delivery, 23 chambers.  
20534-Sperry Filter Press, 30", alum.  
20539-Sperry filter press 30", 35 Aluminum plates, 357 sq.  
15370-Shriver 32" x 32", polypropylene, 27 plates, ratchet  
closing.  
15929-Shriver ALP, plate & frame, 18 3/8" x 36", S/S re-  
cessed plates.  
19799-Clow/Beltrheim filter press, 36", recess plates, 25  
chambers.  
20076-Sperry filter press, 36", cast iron plates, closed deliv.  
19462-Independent filter press, 42" x 42", polypropylene,  
4 eye closed, 34 chambers.  
20550-Sperry filter press, 42" End closer, 41 alum. plates.

### CANADIAN BUYERS LIQUIDATION-QUEBEC

22373-Reactor, 3500 gal. 8'x8' S/S clad, agit, dimple  
jacket.  
22374-Reactor, 5000 gal. 10'x12' H, T316SS clad, internal  
330 lb. jkt. 75 lb. agit 30 HP, vert speed (2)  
22379-Philadelphia 7V63 agit drives, 10 HP, S/S (4)  
22386-Siebtechnik H-400 centrifuge container horz.  
screen, S/S, 20 HP  
22365-Climalat water chiller LFV151172, 40 tons.  
22365-Cyclone Separator, 40" dia. x 2' plus 6" cone, S/S,  
Joy fan 15 HP.  
22375-Sweco 30", 3 deck, S/S, 1/4 HP (2)  
22387-Waukesha mod. 300, San pump, 6" x 6", 15 HP.

### FILTER-ROTARY VAC.

15828-FE Inc. 36" dia. x 12" S/S, spring disc, 1/2 HP.  
17477-FE Inc. 3" dia x 6", T316SS, belt disc, vac pump.  
11177-Dorr Oliver S/S, 5' dia. x 8' L.  
11653-Oliver T-316SS, precoat 5" x 8".  
19431-K.S. flexibelt, 6' dia. x 6' face, 316SS.  
18392-Elmco belt filter, 8' x 10', steel drum, w/wash pumps  
2125 HP (5)  
17936-Elmco, 316SS, 10' dia. x 14' face, max belt S/S.  
17285-Elmco belt filter, 12' dia. x 12', 304SS, heat vacuum.  
20551-K.S. T304, vacuum filter, 12' dia. x 14', 304SS.  
20323-Dorr Oliver 11'6" x 16' face, S/S cont. parts.  
11486-Elmco 10' x 10' rotary vac. filter.

### PRESSES

UNUSED Mandate Express, 10 ton, 22 stations.  
11602-Cotton Press mod. 280, 31 die stations, 1800 TAB.  
21382-FJ Stokes rotary tablet, 15 station, 10 ton.  
21418-Mandate rotary tablet, 16 station, 10 ton.  
14426-Stokes Tab Press mod. #551, 61 station, 4 ton.  
21417-FJ Stokes rotary, 27 station, 4 ton, double sided.  
50381-Kornelak Greaves, mod. 75MSS briquetting press,  
17' dia. x 4' 8" face.  
13392-Fitzpatrick Chilsonator, 50 HP, mod. HA-50-30-210.  
20258-Stokes angle punch press, 900-530-1 (T4), 12 ton.  
17224-Dorset compas., series TPA15, 20 tons.  
10880-Stokes, mdl. R-4 press, 20 ton.



22215-Wilmes Bladder Press, S/S, 38" dia. x 9 1/2"  
long, horz, 6 HP, unitized. (2)

### DUST COLLECTORS

21125-Fabril-Jet jkt. SCS-4B bin vent, 42 sq. ft.  
16398-Mikro dust collector, S/S, 83 sq. ft., mdl. 9-6-100,  
pulse jet.  
21153-EVO, bin vent, 72 sq. ft., S/S, 5 HP  
20653-Used EVO pulse jet collector, mdl. 64BF008C, 90  
sq. ft.  
21192-J.H. Day mdl. RJ-18RJ38, 125 sq. ft., CS, 3 HP.  
21222-Fabril-Jet, mdl. SCS-180, 151 sq. ft.  
20398-Pulse jet collector, "FlexiClean", mdl. 58CT24A V II  
w/175 sq. ft. cloth, C.S.  
21268-Mikro dust collector, 265 sq. ft., S/S.  
20258-Used EVO Corp. pulse jet dust collector, mdl.  
69BF030C, 350 sq. ft.  
20255-Used EVO Corp. dust collector, shaker type, mdl.  
M6049C10, 678 sq. ft.  
**SCREENS**  
21268-Mikro Wadon filter, D10, 6 decks.  
21150-Spryut Wadon, D10, 11 HP, 10 decks, S/S cont.  
21167-Spryut Wadon, D10, 2 HP, 10 decks, S/S cont.

### UNUSED CENTRIFUGES

21593-Sharples P5400 Sanitary Cen-  
trifuges w/200 HP motor, 25 HP back-  
drive, gearbox, 5" pitch conveyor, CIP,  
control panel (2) LATE MODEL

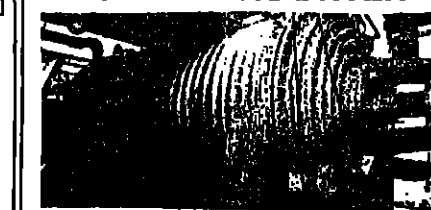
### CENTRIFUGES

20827-Bird, 18" x 24" steel, conical bowl.  
20828-Bird, 24" x 30" steel, con. bowl, gearbox.  
20819-Bird, 24" x 30", S/S, 15 degree, conical bowl.  
20864-Bird 24" x 30", H series, steel w/motor.  
20364-Bird 32" x 50", SS T316 contour, 75HP.  
20137-Alfa Laval, NX 418-B31-80, 316SS, gearbox.  
17308-Dorr Oliver, 304SS, Marco mdl. 18L, 30 HP.  
19757-Used Sharples, 3 phase, P3000, S/S, carbide.  
20407-Sharples P2000 316SS, 20 HP drive motor.  
21359-Sharples P3000 w/gearbox.  
20666-Sharples P3000, 52-1 gearbox, S/S casting.  
21725-Sharples, P3400, S/S, gearbox & motor.  
19249-Sharples, P5400, 316/317SS, 200 HP, gearbox

### CENT-BASKET VERT.

21408-Delaval 22" x 16" perl. basket hyd. drive.  
15815-Delaval Mark III, perl. basket, 40" x 24", 316SS, 30  
HP, hyd. drive.  
19448-Sharples Sledge-Pak, SP-5500, 40" x 24" basket  
centrifuge.

### ROTARY VAC DRYER



22210-Bertrams, S/S 6' dia. x 12'  
dished heads, half pipe coil jacket  
200 psi, 20/13 HP, unitized.

### FILTER PRESSES

18648-Shriver P&F filter press, 12"x12" alum. plates,  
closed delivery, 23 chambers.  
20534-Sperry Filter Press, 30", alum.  
20539-Sperry filter press 30", 35 Aluminum plates, 357 sq.  
15370-Shriver 32" x 32", polypropylene, 27 plates, ratchet  
closing.  
15929-Shriver ALP, plate & frame, 18 3/8" x 36", S/S re-  
cessed plates.  
20076-Sperry filter press, 36", cast iron plates, closed deliv.  
19462-Independent filter press, 42" x 42", polypropylene,  
4 eye closed, 34 chambers.  
20550-Sperry filter press, 42" End closer, 41 alum. plates.

### Special Sale

MUST MOVE STAINLESS TANKS  
12,000 GAL., T304SS, 12' Dia. x  
14' high, flat bottom, open top (16)  
PRICE \$8000 ea. FOB PA #20655

### TANKS-S/S

22257-UNUSED Tank, 100 gal., T304SS, 30" dia., DH  
22263-UNUSED Tank, 500 gal., T304SS, 4' OD, DH.  
22268-UNUSED Tank, 1200 gal., T304SS, 6' dia. x 7' H.  
21263-Tank, S/S vert., 1800 gal., T304SS, 6' dia. x 7' H.  
22265-UNUSED Tank, 1800 gal., T304SS, 6' dia. x 7' H.  
22264-UNUSED Tank, 3,000 gal., T304SS, vac, 6' dia x  
21' H, coil.  
20851-Tank, SS, 9000 gal., agit., 12' dia. x 14' H.  
20855-Tank, SS, 12000 gal., 12' dia. x 14', flat bottom,  
open top.  
17043-Joe Cal horz. tank, 304SS, 16,000 gal., 12'6" dia. x  
22'9 1/2" long, 10 PSI.

### REACTORS

20252-Used Reactor, 500 gal., 304SS dimple jkt.  
10188-Pfaudler, 800 gal., T-316 L SS, 55 PSI, 180 PSI.  
20268-Brighon, 4000 gal., 6' dia. x 10', 316 ELG S/S  
20458-Reactor, 4,000 gal., 316 S/S, 6' dia. x 7'9" st. alc.  
14745-Brighon, 4000 gal., 316SS, vacuum.  
20267-CH Hoke, 4000 gal., 316 SS, pipe coil jkt.  
20923-Pfaudler Eng. Reactor, 4600 gal., T316 stainless.  
Pfaudler 10,000 gal. reactor: T316L, 100 psi int., 160 psi.  
Pfaudler 15,000 gal. reactor: T316L, 100 psi int., 200 psi jkt.

### LIQUIDATION SALE

## LARGE POLYSTYRENE PLANT

ILLINOIS LOCATION

21899-Pfaudler Reactor, 1,500 gal., 316L SS dimple jkt.  
21898-Pfaudler Reactor, 10,000 gal., 316L SS clad, 60  
HP, (4)  
21900-Pfaudler Reactor, 15,000 gal., 316L SS dimple  
jkt. (3)  
21897-Metal Arts Corp. vessel, 17,000 gal. vert. 317L  
SS (2)  
21898-Brighon Corp. Tank, 12,000 gal. vert., solid  
316L SS (2)  
21875-Bins, 176 cu. ft., S/S, cone bottom flat top. (4)  
21891-Bins, 450 cu. ft., C/S, epoxy lined. (8)  
21894-Bins, 450 cu. ft., C/S, epoxy lined. (6)  
21905-Bins, 500 cu. ft., C/S, epoxy lined, flat top, con-  
ical bottom. (4)  
21916-Worthington cent. pump, C/S, 15HP, 200 GPM at  
44 psig (2)  
21916-Union Pump-inline, C/S, mod. 4x8x8.5 VCK, 40  
HP, (4)  
1906-Edw. Renneburg Rot. Dryer, S/S, steam heat, 10  
HP, (4)

21881-Reactors, C/S steam, type BNF 2420 (8)  
21814-Flo-Tronics bin vent, filters, 122 sq. ft., 12 bags.  
21889-Katron Feeder twin screw, S/S mod. 5400-150 (4)  
21901-Sparkler filter, 352 sq. ft. C/S, mod. VR-32-32.  
21882-Screw conveyor, 304 SS, 7' dia. x 1 L, 1.5 HP.  
21888-Strong Scott Rib Blender, 25 cu. ft., 5 HP, (3)  
21920-Welch extruder 6", 30:1 L/D, 400 HP.  
21870-Welch extruder 8", 30:1 L/D, 600 HP.  
21876-Condair palletizer, S/S, mod. 1024, 40 HP, (2)  
21874-Water bath, S/S, portable, (4)  
21887-Rose Static Mixer, 304SS, 3" x 8 element, (4)  
21917-Ingersoll Rand pump, in-line pump, C/S, 30 HP.  
21915-Gouda, C/S turbine pump, 200 HP, (2)  
21913-Worthington cent. pump, S/S, 2 HP, (4)  
21912-Union Pump-inline, S/S, 7.5 HP (2)  
21910-Tank, 840 gal., flat top & bottom.  
21920-Modern Welding Tank, 4800 gal. horz. rubber  
lined.  
21878-Gorman Rupp pump, centrifugal C/S, mod.  
88EZ (2)  
21871-Produx extruder 6", 30:1 L/D ratio, 600 HP.  
21892-Buffalo blower, size 30, C/S, 10 HP (3)  
21895-Buffalo exhaust fan, size 36, type B, 15 HP.  
21896-Buffalo Blower, C/S, 40 HP.  
21892-Buffalo blower, type 40-SCB, 40 HP, (4)  
21894-Buffalo blower, mod. 40-SCB, 75 HP, (2)  
21893-Bird, 32x50 centrifuge, 60:1 gearbox. (2)





42 CHEMICAL MARKETING REPORTER November 24, 1986 [312] 842-2200 November 24, 1986 CHEMICAL MARKETING REPORTER 43



**INFORMATION:** For further classified advertising information, call 212/732-9820


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**SPECIALS**  
Hull 48 & 100, 50, PL Lycopodium Shipping  
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SP 100 gal, 16 VM Sigma Mixer 20HP  
Cokes 165 minor MDU  
Vargant 88 upset dryer 4'20" & 12'30"  
Raymond 3536 Hiddle mill  
SP 97 LIP 100 18" & 24" Cushman, plate blatters, hydrofoils  
Chempac Can 85 Vac. jkt. mixer with (2) 7000 gal. WC ketoses  
125, HPLD mixed  
PB 70's 100' 400 L. columbers  
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Sanitary mixers 3' A, 3' B, & 3' D, & 111 D  
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**MIXERS**  
Ribbon Blenders 65, gal, 96 & 200 cu. ft.  
Ribbon Blenders 100, & 174, 90 & 215 cu. ft.  
Alford Research conch 100 gal  
Tay Nauta MAX 200 gal, 4000 HP  
SP 88 Nauta Mixers 50, 71, & 700 cu. ft.  
4- Conco Blenders 150, 200, 300, & 400 cu. ft.  
Dry Pony Mixers 50, 60, 100, 125, 175 gal  
Simpson Blenders 100, 150, 200, 300, 400, 500, 600, 700, 800, 900, 1000, 1200, 1500, 2000, 2500, 3000, 4000, 5000, 6000, 7000, 8000, 9000, 10000, 12000, 15000, 20000, 25000, 30000, 40000, 50000, 60000, 70000, 80000, 90000, 100000, 120000, 150000, 200000, 250000, 300000, 400000, 500000, 600000, 700000, 800000, 900000, 1000000, 1200000, 1500000, 2000000, 2500000, 3000000, 4000000, 5000000, 6000000, 7000000, 8000000, 9000000, 10000000, 12000000, 15000000, 20000000, 25000000, 30000000, 40000000, 50000000, 60000000, 70000000, 80000000, 90000000, 100000000, 120000000, 150000000, 200000000, 250000000, 300000000, 400000000, 500000000, 600000000, 700000000, 800000000, 900000000, 1000000000, 1200000000, 1500000000, 2000000000, 2500000000, 3000000000, 4000000000, 5000000000, 6000000000, 7000000000, 8000000000, 9000000000, 10000000000, 12000000000, 15000000000, 20000000000, 25000000000, 30000000000, 40000000000, 50000000000, 60000000000, 70000000000, 80000000000, 90000000000, 100000000000, 120000000000, 150000000000, 200000000000, 250000000000, 300000000000, 400000000000, 500000000000, 600000000000, 700000000000, 800000000000, 900000000000, 1000000000000, 1200000000000, 1500000000000, 2000000000000, 2500000000000, 3000000000000, 4000000000000, 5000000000000, 6000000000000, 7000000000000, 8000000000000, 9000000000000, 10000000000000, 12000000000000, 15000000000000, 20000000000000, 25000000000000, 30000000000000, 40000000000000, 50000000000000, 60000000000000, 70000000000000, 80000000000000, 90000000000000, 100000000000000, 120000000000000, 150000000000000, 200000000000000, 250000000000000, 300000000000000, 400000000000000, 500000000000000, 600000000000000, 700000000000000, 800000000000000, 900000000000000, 1000000000000000, 1200000000000000, 1500000000000000, 2000000000000000, 2500000000000000, 3000000000000000, 4000000000000000, 5000000000000000, 6000000000000000, 7000000000000000, 8000000000000000, 9000000000000000, 10000000000000000, 12000000000000000, 15000000000000000, 20000000000000000, 25000000000000000, 30000000000000000, 40000000000000000, 50000000000000000, 60000000000000000, 70000000000000000, 80000000000000000, 90000000000000000, 100000000000000000, 120000000000000000, 150000000000000000, 200000000000000000, 250000000000000000, 300000000000000000, 400000000000000000, 500000000000000000, 600000000000000000, 700000000000000000, 800000000000000000, 900000000000000000, 1000000000000000000, 1200000000000000000, 1500000000000000000, 2000000000000000000, 2500000000000000000, 3000000000000000000, 4000000000000000000, 5000000000000000000, 6000000000000000000, 7000000000000000000, 8000000000000000000, 9000000000000000000, 10000000000000000000, 12000000000000000000, 15000000000000000000, 20000000000000000000, 25000000000000000000, 30000000000000000000, 40000000000000000000, 50000000000000000000, 60000000000000000000, 70000000000000000000, 80000000000000000000, 90000000000000000000, 100000000000000000000, 120000000000000000000, 150000000000000000000, 200000000000000000000, 250000000000000000000, 300000000000000000000, 400000000000000000000, 500000000000000000000, 600000000000000000000, 700000000000000000000, 800000000000000000000, 900000000000000000000, 1000000000000000000000, 1200000000000000000000, 1500000000000000000000, 2000000000000000000000, 2500000000000000000000, 3000000000000000000000, 4000000000000000000000, 5000000000000000000000, 6000000000000000000000, 7000000000000000000000, 8000000000000000000000, 9000000000000000000000, 10000000000000000000000, 12000000000000000000000, 15000000000000000000000, 2000000000

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# CHEMICAL PROFILE

TKPP

November 24, 1986

## SUPPLY

### PRODUCER

Albright & Wilson, Fernald, Ohio  
FMC, Carteret, N.J.  
FMC, Newark, Calif.  
Monsanto, Augusta, Ga.  
Occidental, Jeffersonville, Ind.

### CAPACITY\*

9,000  
20,000  
5,000  
10,000  
54,000

\*Tons per year of tetrapotassium pyrophosphate. Capacities are flexible as varying amounts of other phosphates are manufactured at the same facilities. Albright & Wilson, a Tenneco subsidiary, acquired the Fernald plant from Mobil in May, 1985. The plant makes only liquid product. Monsanto phased out its 12,000-ton-per-year facility in Kearney, N.J., in the second quarter of this year as it started up the new facility at Augusta. Profile last published 4/1/84; this revision, 11/24/86.

## DEMAND

1985: 19,500 tons; 1986: 17,000 tons; 1990: 18,000 tons.

## GROWTH

Historical (1976-1985): Minus 7.7 percent per year; future: 0 to 2 percent per year.

## PRICE

Historical (1952-1986): High, \$64 per cwt, bags, anhyd., works, E., freight equald.; low, \$13 per cwt., same basis. Current: \$64 per cwt., same basis; \$58 to \$63.75 per cwt, bulk solution, same basis.

## USES

Liquid cleaners (consumer and industrial hard surface), 80 percent; water and metal treatment, 25 percent; miscellaneous (including styrene-butadiene-rubber, drilling muds, liquid dishwasher detergents) 12 percent; exports, 3 percent.

## STRENGTH

TKPP has new application or growth potential in such diverse areas as specialty fertilizers, liquid dishwasher detergents, oil drilling muds and liquid bathroom cleaners.

## WEAKNESS

Early this year Procter & Gamble reformulated its "Top Job" liquid cleaner away from TKPP, an annual demand loss of 2,000 to 3,000 tons. Production has been cut in half since 1979 due to similar reformulations.

## OUTLOOK

Its felt that erosion in the liquid cleaner market has finally ended. TKPP demand should pick up somewhat due to moderate growth in new areas. A rebound in the oil business has the potential to give TKPP a real boost via drilling mud applications.

# Monsanto Man

Continued from Page 5

stronger this year than it is reasonable to expect it will be in 1987.

Most important to the chemical industry is consumer spending on goods and on that basis, adjusted for inflation, Mr. Fillipello says demand has been up by about 4.5 percent this year, "extremely strong for the fourth year of an economic expansion."

Mr. Fillipello admits there are some concerns about the strength of consumer demand next year and he does not treat them lightly. There is concern that the consumer has overspent, continues to have a very low savings rate, is overloaded with debt and has responded to incentives from the automotive industry with pre-tax reform buying that will undoubtedly pull some sales out of 1987.

However, the Monsanto executive points out that there is no reason to be pessimistic about the growth of income in the US. "Historically, the consumer does not stop spending until after his pre-tax income stops growing," he asserts.

In regard to consumer debt, Mr. Fillipello says the debt overhang is not nearly as heavy as it might appear on the surface. The important thing, he says, is not the amount of debt, but the amount of debt service the consumer has to pay.

Because of lengthening maturities on consumer loans and lower interest rates, the amount of debt service has actually been on a downturn in the past four years, Mr. Fillipello says. Overall, it's expected that consumer spending on goods in real terms will increase by 2 to 2.5 percent next year as compared to the 4.5 percent projected for this year.

## TAX REFORM IMPACT

As to tax reform, it is generally conceded that capital-intensive companies will be hurt, but Mr. Fillipello is not convinced the impact will be as severe in the chemical industry as had initially been expected.

It's felt the loss of the investment tax credit is important for the near term, but as the tax loss is phased in and companies are able to increase profitability to soften the blow, Mr. Fillipello believes that within three to four years "most of the industry can be on a reasonably neutral basis again and those that are less capital-intensive with less international orientation may actually come out slightly ahead."

International competition, changing economics of the petrochemical industry and the increased "discipline of Wall Street" are other major factors in the new chemical industry, he says.

"The fact that there are corporate raiders out there has, in many cases, enhanced and accelerated restructuring and cost reduction," he adds.

One of the most encouraging aspects in "this very good financial year," he says, is the fact that chemical companies are not sitting back and becoming complacent. Instead, they are considering longer-term concepts such as return on capital and equity.

On this basis, Mr. Fillipello says the US industry does not have a long way to go. Restructuring is not yet finished and cost

reduction programs are still underway, but the industry is incrementally becoming more capital intensive, more technology intensive and in a better position to be competitive in the world economy in the coming years.

"The growth in profitability in the industry is not coming from conducting business as usual, but is coming rather from pursuing technologies of the future, becoming more efficient and concentrating on individual comparative advantages," Mr. Fillipello concludes.

Edward M. Giles, president and director of F. Eberstadt & Co., told the CMA member 1986 has seen a further buildup in discretionary cash flow by chemical companies as the industry is hanging on to a good piece of the benefits provided by lower world oil prices and a drop in the dollar. However, this is viewed as a windfall, but as a deserved reward of some of the restructuring changes within the industry.

A considerable sum of this discretionary income has been allocated to repurchase of shares, Mr. Giles says. Fifteen major companies repurchased about \$1.5 billion in stock in 1985 and 1986 and an additional \$3.5 billion in 1985 and 1986 to date, including nearly \$1 billion by Union Carbide Corporation. By contrast the net worth of these companies now approximates \$36 billion.

## NEW GROWTH AREAS

Also, there has been an intensified interest in seeking out new areas of future growth reflected in the move to research and development and acquisition activities.

While Mr. Giles sees these as the two major trends in the industry, he says a development of equal importance has been the steady allocation of capital to modernization and rationalization of the major commodity plants.

"We're under the impression, for example, that the chloralkali industry, despite all the pressures, has more modern plants now than it did ten years ago," he says. "We don't think you can make a case that the chemical plant has been left to rust as the other industries have. The steel industry does not apply," Mr. Giles adds.

Excluding Union Carbide's dramatic change in capitalization, industry net worth in mid-1986 was about the same as 1981. Debt up 2.5 billion, reflecting the burden of share repurchase and writeoffs. However, profits in 1986 will be nearly double the 1981 levels and up about 40 percent from the pre-recession 1985 levels, Mr. Giles says. Compared to the 15 percent gain for the S&P 500.

At the end of 1986, Mr. Giles feels the major companies, again excluding Carbide, should have debt to total capitalization approximating 30 percent and accrued interest coverage which should produce a return on equity of about 13 percent.

Mr. Giles agrees with Mr. Fillipello that 1987 should see modest GNP growth but with better growth in industrial production than in 1986. Chemical industry profits should rise about 20 percent next year.

# JOBS & PEOPLE

## Witco Appoints Two In Sonneborn Unit

Witco Corporation has appointed Anthony P. Banaszewski technical director at its Petrolia, Pa., plant and Robert N. Williams operations manager at its Gretna, La., plant. Both plants are part of Witco's Sonneborn Division.

Mr. Banaszewski has been with the Petrolia plant since 1976 as a chemist and laboratory superintendent.

Mr. Williams joined the Gretna plant in 1973 and has held a series of technical and production posts. Most recently he was superintendent for white oil and sulfonate production.



Edward M. Giles, who has been elected president of Cogan Chemical Corporation, Mr. Ellenor joined Cogan in 1988 and most recently served as executive vice-president and chief operating officer.



A.P. Banaszewski



R.N. Williams

CHARLES F. MUGGIO has been named technical sales representative for the Carbon Black Division of J.M. Huber Corporation... FRANK M. MACERATO has been appointed operations and planning manager for "Atropak" containers at Air Products & Chemicals, Inc. ... RICHARD A. WINSTANLEY has joined A.E. Staley Manufacturing Company as a sales manager of surfactants in the Horizon Chemical Division.

GORDON E. SAFFOLD has been named manager of accounting and business information services for Virginia Chemicals Inc. ... LEFLEMMANN has been elected president of Otago Process Inc. ... DAVID C. BAKER has been named vice-president of operations for Mulhik Services, Inc., a subsidiary of Chemical Leaman Corporation.



C.F. Muggio



F.M. Macerato



R.A. Winstanley



G.E. Saffold

LUSKA has joined the marketing department of Freeman Chemical Corporation as a coatings specialist.

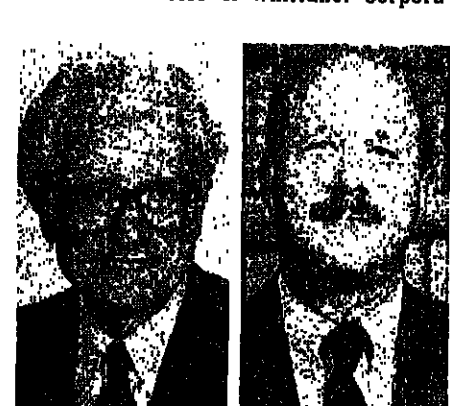
JOHN WALSH has been appointed vice-president of the Special Gases Division at Airco Distributor Gases, a division of the BOC



Bill B. Daily, who has been appointed vice-president of customer satisfaction for Dow Chemical Company. He will head an as yet to be announced task force concerned with reviewing ways of assuring customer satisfaction.

Group, Inc. ... MICHAEL F. HILTON has been named manager of gas applications at Air Products & Chemicals Inc.'s process systems group and WILLIAM P. HEGARTY has been named principal engineering associate for the process systems group.

GERARD A. DOMINY has been appointed laboratory manager for Liquid Carbonic Specialty Gas Corporation's Chicago facility and EDMUND F. MEASOM has been named laboratory manager of the corporation's new laboratory in Orlando, Fla. ... RAYMOND W. BARNES has been appointed manager of engineering services at Betz Paperchem, Inc. ... DONALD A. BACKLEY has been appointed vice-president of market development and technical director of Whittaker Corpora-



L. Liebmman



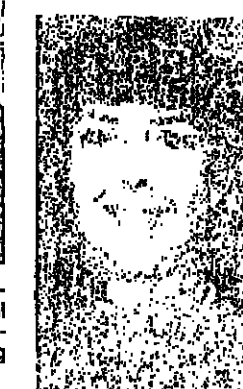
D.C. Baker

## Borden Names Two As New Sales Reps

Borden Chemical's Resins & Chemicals Division has appointed Sharon A. Zarifian and Perri L. Caley as sales representatives.

Miss Zarifian will be responsible for sales of Borden's synthetic resin products to the wood products industry in North Carolina, South Carolina and Virginia.

Mrs. Caley will be based in Chicago and represent Borden's Resins & Chemicals Division in the upper Midwest.



S.A. Zarifian



P.L. Caley

tion's Ram Chemicals Division... RAY J. OLESON has been elected president of Atlantic Research Corporation's new subsidiary, Systems & Applied Sciences Corporation... ROY S. HOLLOMON has been appointed director of purchasing in the fibers Division of BASF Corporation.

CAREY JACKSON has been named manager of quality assurance for polyesters and



J.A. Bennett



P.M. Bryant

urethanes at Ruco Polymer Corp and ANTHONY ALBANESE has been appointed plant manager at Ruco's Hicksville, N.Y. facility... GEORGE A. PHILLIPS has been appointed business director of the Distribution Division at Chemtech Industries, Inc.

# MEETINGS CALENDAR

November 24, 1986

## THIS WEEK

LATIN AMERICAN PETROCHEMICAL ASSOCIATION, 5th annual meeting, Rio Palace Hotel, Rio de Janeiro, Brazil, November 23-25.

## DECEMBER

CHEMICAL SPECIALTIES MANUFACTURERS ASSOCIATION, 73rd annual meeting, Marriott's Harbor Beach Resort, Fort Lauderdale, Fla., December 7-11.

NATIONAL ASSOCIATION OF CHEMICAL DISTRIBUTORS, 15th annual meeting, Ritz-Carlton-Naples Hotel, Naples, Fla., December 2-9.

SALES ASSOCIATION OF THE CHEMICAL INDUSTRY, annual Christmas party, New York Hilton Hotel, New York, December 18; education committee, seminar, "The Psychology of Selling," Treadway Inn, Saddle Brook, N.J., December 18.

## LATER ON

AMERICAN INSTITUTE OF CHEMICAL ENGINEERS, center for chemical process safety, international conference on chemical safety issues, Omni Shoreham Hotel, Washington, D.C., February 3-5.

ASSOCIATION OF OFFICIAL ANALYTICAL CHEMISTS, 12th annual Spring workshop and exhibition, Skyline Ottawa Hotel, Ottawa, Ontario, Canada, April 27-30.

CHEMICAL GROUP OF NATIONAL ASSOCIATION OF PURCHASING MANAGERS, mid-Winter conference, "Purchasing - Opportunity in a Changing World," Baton Rouge Hilton Hotel, Baton Rouge, La., February 19-20.

CHEMICAL MARKETING RESEARCH ASSOCIATION, Houston Meeting: "The US Chemical Industry Responding to Change," Westin Galleria Hotel, Houston, Tex., February 4-5, 1987.

CHEMICAL SPECIALTIES MANUFACTURERS ASSOCIATION, 73rd mid-year meeting, Chicago Marriott Hotel, Chicago, Ill., April 26-29.

CHINACHEM '87, international exhibition on chemical and petrochemical industries, China International Exhibition Center, Beijing, China, April 3-9.

CHLORINE INSTITUTE, Winter meeting, Mayflower Hotel, Washington, D.C., March 15-19.

DRUG, CHEMICAL & ALLIED TRADES ASSOCIATION, 61st annual dinner, Waldorf-Astoria Hotel, New York, March 19; Spring luncheon, Sheraton Centre Hotel, New York, N.Y., June 11.

FERTILIZER INSTITUTE, 1987 annual meeting, Marriott Orlando World Center, Orlando, Fla., February 1-3.

FIRE RETARDANT CHEMICALS ASSOCIATION, international conference on flame retardancy and fire safety, Sheraton New Orleans Hotel, New Orleans, La., March 22-25.

INSTITUTE OF GAS TECHNOLOGY, 11th annual symposium on energy from biomass and wastes, Hotel Royal Plaza, Walt Disney World Village, Buena Vista, Fla., February 2-6.

INTER-SOCIETY COLOR COUNCIL, scientific confer-

ence, Williamsburg Lodge, Williamsburg, Va., May 9-11.

NATIONAL PETROLEUM REFINERS ASSOCIATION, 85th annual meeting, Convention Center, San Antonio, Tex., March 29-31; 12th international petrochemical conference, Convention Center, San Antonio, Tex., April 5-7.

POLYURETHANE MANUFACTURERS ASSOCIATION, 2nd annual Spring meeting, commercial development of new castable systems, Fairmont Hotel, Dallas, Tex., April 28-29.

SOAP AND DETERGENT ASSOCIATION, 60th Annual Meeting and Industry Convention, Boca Raton Resort and Club, Boca Raton, Fla., January 29-February 1, 1987.

SOCIETY OF THE PLASTICS INDUSTRY, 42nd annual conference of the reinforced plastics and composite materials, Cincinnati Convention & Exhibition Center, Cincinnati, Ohio, February 2-8.

THE FERTILIZER INSTITUTE, 1987 Annual Meeting, Marriott Orlando World Center, Orlando, Fla., February 1-3, 1987.

# BUSINESS BRIEFS

BASF CORPORATION has added "Ultra" polyetherketone to its line of high-performance engineering materials. The new product is easily processed in standard and injection molded, extruded or spun. It serves a wide range of applications, particularly for production of thermally-stressed parts.

CRONPTON & KNOWLES Corporation has produced a deep-building bright blue dye designed for coloring acetate linings and acetate fiber applications. The new product is part of the company's line of "In-Response" disperse dyes. C&K says the new product possesses exceptional fastness to gas fading and is recommended as the base for navy blue formulations.

BE PONT is marketing a new consumer glove "unconditionally guaranteed" to provide greater protection against cuts and abrasions. Called "The Ugly Glove," the

product is made of "Kevlar" aramid fiber, the same material used to make bullet-resistant police vests. The material gives the gloves ten times the wear-life of cotton gloves, according to Du Pont.

ICI ADVANCED MATERIALS has added "Victrex" polyetherketone to its range of high-temperature engineering thermoplastics. The material will be available initially in unreinforced and glass fiber reinforced pellet form. ICI says it is easily processed on conventional molding and extrusion equipment and by standard processing techniques.

MONSANTO CHEMICAL Company's Rubber Chemicals Division has donated a Tensometer 10 to Georgia Institute of Technology's School of Textile Engineering. The instrument is used for measuring the tensile and compressive strength of various materials, including fiber, yarns and fabrics.

NATIONAL STARCH & CHEMICAL Corporation has introduced "Bondmaster" Plus 3000, a one-part neoprene "contact cement" for use in spray applications. The product has a 30 percent solids content, and provides fast, uniform coverage in mass production bonding of a wide variety of substrates for laminated panel, desk or countertop construction, National Starch says.

PPG INDUSTRIES has installed a new gas turbine, combined-cycle cogeneration unit at its Lake Charles, La., chemical plant, doubling capacity for lower-cost power and steam to produce chlorine and caustic soda, the company says. The \$50-million-plus unit will save the equivalent of 850,000 barrels of fuel oil a year.

PLASTICS RECYCLING INSTITUTE has changed its name to Center for Plastics Recycling Research. The center, located on the

Busch Campus of Rutgers in Piscataway, N.J., has been designated an "advanced technology center" by the New Jersey Commission on Science & Technology.

SANNCOR INDUSTRIES, Leominster, Mass., has appointed Raw Materials Corporation as sales agent for the Texas area and Helzer Company as sales representative for the Northwest. Raw Materials is based in Houston, and Helzer is based in Lake Oswego, Ore. Sannacor manufactures solvent-based and waterborne urethane polymers for a variety of markets.

UNION CARBIDE Corporation has added "Ucarcol" CR Solvent 402 to its line of high-performance gas treating solvents. It is designed for bulk carbon dioxide removal in natural gas processing, and is effective in both sweet and sour gas streams, the company says.